# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

## Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): October 20, 2011

# HUNTINGTON BANCSHARES INCORPORATED 

(Exact name of registrant as specified in its charter)

| Maryland |  | 1-34073 | 31-0724920 |
| :---: | :---: | :---: | :---: |
| (State or other jurisdiction of incorporation) |  | (Commission File Number) | (IRS Employer Identification No.) |
| Huntington Center 41 South High Street Columbus, Ohio |  |  | 43287 |
| (Address of principal executive offices) |  |  | (Zip Code) |
| Registrant's telephone number, including area code: (614) 480-8300 |  |  |  |
| Not Applicable |  |  |  |
| Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant unde any of the following provisions: |  |  |  |
| $\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) |  |  |  |
| $\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) |  |  |  |
| $\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) |  |  |  |
| $\square$ | Pre-commencement communica | Rule 13e-4(c) under the Exch | CFR 240.13e-4(c)) |

## Item 2.02. Results of Operations and Financial Condition.

On October 20, 2011, Huntington Bancshares Incorporated ("Huntington") issued a news release announcing its earnings for the quarter ended September 30, 2011. Also on October 20, 2011, Huntington made a Quarterly Performance Discussion and Financial Review available on its web site, www.huntington-ir.com.

Huntington's senior management will host an earnings conference call October 20, 2011, at 10:00 a.m. (Eastern Time). The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at 800-267-7495, conference ID 10274284. Slides will be available at www.huntington-ir.com just prior to the call. A replay of the web cast will be archived in the Investor Relations section of Huntington's web site at www.huntington.com. A telephone replay will be available two hours after the completion of the call through October 31, 2011, at 855-859-2056; conference call ID 10274284.

The information contained or incorporated by reference in this Current Report on Form 8-K contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements; (7) extended disruption of vital infrastructure; (8) the final outcome of significant litigation; (9) the nature, extent, and timing of governmental actions and reforms, including the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2010 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

Exhibit 99.3 includes certain ratios, specifically the tangible common equity ratio, and the Tier 1 common risk-based capital ratio, which are non-GAAP financial measures. These non-GAAP financial measures are included in this report because the Federal Reserve indicated that as part of their Supervisory Capital Assessment Program (SCAP), a year-end 2010 Tier 1 common risk-based capital ratio of $4.0 \%$ would be needed. Although Huntington is not one of the SCAP bank holding companies, the market has accepted this as a "de facto" standard for being adequately capitalized since 10 of the 19 bank holding companies included in SCAP were directed to increase their capital levels to meet this targeted threshold. Other companies may calculate these financial measures differently. Risk-weighted assets are calculated under regulatory capital rules applicable to us as discussed more fully on page 7 of our Form 10-K. The tangible common equity ratio, tangible assets, and Tier 1 common risk-based capital ratio were calculated as follows:

## Capital Adequacy Reconciliations

| (in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, |  | June 30, |  | March 31, |  | December 31, |  | September 30, |  |
| Tangible common equity to asset ratio: |  |  |  |  |  |  |  |  |  |  |
| Total shareholders' equity | \$ | 5,400 | \$ | 5,253 | \$ | 5,039 | \$ | 4,981 | \$ | 5,567 |
| Shareholders' preferred equity |  | (363) |  | (363) |  | (363) |  | (363) |  | $(1,700)$ |
|  |  | 5,037 |  | 4,890 |  | 4,676 |  | 4,618 |  | 3,867 |
| Goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Intangible assets |  | (188) |  | (202) |  | (215) |  | (229) |  | (244) |
| Intangible asset deferred tax liability (1) |  | 66 |  | 71 |  | 75 |  | 80 |  | 85 |
| Total tangible common equity | \$ | 4,471 | \$ | 4,315 | \$ | 4,092 | \$ | 4,025 | \$ | 3,264 |
| Total assets | \$ | 54,979 | \$ | 53,050 | \$ | 52,949 | \$ | 53,820 | \$ | 53,247 |
| Goodwill |  | (444) |  | (444) |  | (444) |  | (444) |  | (444) |
| Other intangible assets |  | (188) |  | (202) |  | (215) |  | (229) |  | (244) |
| Intangible asset deferred tax liability (1) |  | 66 |  | 71 |  | 75 |  | 80 |  | 85 |
| Total tangible assets | \$ | 54,413 | \$ | 52,475 | \$ | 52,365 | \$ | 53,227 | \$ | 52,644 |
| Tangible common equity to asset ratio |  | 8.22\% |  | 8.22\% |  | 7.81\% |  | 7.56\% |  | 6.20\% |
| Tier 1 common risk-based capital ratio (2) |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 5,488 | \$ | 5,352 | \$ | 5,179 | \$ | 5,022 | \$ | 5,480 |
| Shareholders' preferred equity |  | (363) |  | (363) |  | (363) |  | (363) |  | $(1,700)$ |
| Trust preferred securities |  | (565) |  | (565) |  | (570) |  | (570) |  | (570) |
| REIT preferred stock |  | (50) |  | (50) |  | (50) |  | (50) |  | (50) |
| Tier 1 common | \$ | 4,510 | \$ | 4,374 | \$ | 4,196 | \$ | 4,039 | \$ | 3,160 |
| Risk weighted assets | \$ | 44,376 | \$ | 44,080 | \$ | 43,024 | \$ | 43,471 | \$ | 42,759 |
| Tier 1 common risk-based capital ratio |  | 10.17\% |  | 9.92\% |  | 9.75\% |  | 9.29\% |  | 7.39\% |

[^0]The information contained or incorporated by reference in Item 2.02 of this Form 8-K shall be treated as "furnished" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

Item 9.01. Financial Statements and Exhibits.
The exhibits referenced below shall be treated as "furnished" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.
(d) Exhibits.

Exhibit 99.1 - News release of Huntington Bancshares Incorporated, dated October 20, 2011.
Exhibit 99.2 - Quarterly Performance Discussion, September 2011.
Exhibit 99.3 - Quarterly Financial Review, September 2011.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## HUNTINGTON BANCSHARES INCORPORATED

Date: October 20, 2011
By: /s/ Donald R. Kimble
Donald R. Kimble
Senior Executive Vice President and Chief Financial Officer

## EXHIBIT INDEX

## Exhibit No. Description

Exhibit 99.1 News release of Huntington Bancshares Incorporated, October 20, 2011
Exhibit 99.2 Quarterly Performance Discussion, September 2011
Exhibit 99.3 Quarterly Financial Review, September 2011.

FOR IMMEDIATE RELEASE -
Date: October 20, 2011

## Contact:

Investors Media
Jay Gould
Maureen Brown
Jay.Gould@huntington.com
Maureen.Brown@Huntington.com
(614) 480-5512

Todd Beekman
Todd.Beekman@huntington.com
(614) 480-3878

HUNTINGTON BANCSHARES INCORPORATED
REPORTS \$143.4 MILLION OF NET INCOME, OR \$0.16 PER COMMON SHARE, FOR THE 2011 THIRD QUARTER, DOWN 2\% AND FLAT, RESPECTIVELY, FROM THE 2011 SECOND QUARTER

## DECLARES QUARTERLY COMMON STOCK DIVIDEND OF \$0.04 PER SHARE

Other specific highlights compared with 2011 Second Quarter:

- 8\% annualized growth in average total loans
- $\mathbf{2 8 \%}$ annualized growth in average demand deposits
- $\mathbf{\$ 2 4 0 . 7}$ million in pre-tax, pre-provision income, down from $\mathbf{\$ 2 4 2 . 6}$ million
- $3.34 \%$ net interest margin, down 6 basis points
- $1.05 \%$ return on average assets
- $\mathbf{1 3 . 0 \%}$ return on average tangible common equity, down from $13.3 \%$
- $\mathbf{1 0 . 1 7 \%}$ Tier 1 common risk-based capital, up from $\mathbf{9 . 9 2 \%}$
- 7\% decline in net charge-offs to an annualized $\mathbf{0 . 9 2 \%}$, down from $\mathbf{1 . 0 1 \%}$
- $\mathbf{8 \%}$ decline in nonaccrual loans to $1.45 \%$ of total loans and leases, down from $1.57 \%$
- $\mathbf{1 8 7 \%}$ allowance for credit losses to nonaccrual loan coverage, up from $\mathbf{1 8 1 \%}$

COLUMBUS, Ohio - Huntington Bancshares Incorporated (NASDAQ: HBAN; www.huntington.com) reported 2011 third quarter net income of $\$ 143.4$ million, down $\$ 2.5$ million, or $2 \%$, from $\$ 145.9$ million in the prior quarter. Earnings per common share in the current quarter were $\$ 0.16$, equal to the prior quarter. Net income in the year-ago quarter was $\$ 100.9$ million, or $\$ 0.10$ per common share.

For the first nine months of 2011, Huntington reported net income of $\$ 415.8$ million, or $\$ 0.45$ per common share. This compared with net income of $\$ 189.4$ million, or $\$ 0.14$ per common share, for the comparable year-ago period.

Huntington today also announced that the board of directors has declared a quarterly cash dividend on its common stock of $\$ 0.04$ per common share. The dividend is payable January 3, 2012, to shareholders of record on December 20, 2011.

## Summary Performance Discussion Compared with 2011 Second Quarter

"We are pleased with the quarter as it represented good progress against our strategic plan even with significant headwinds from the operating and interest rate environment," said Stephen D. Steinour, chairman, president, and chief executive officer. "There were many positives that confirm we are making significant progress to improve profitability and add to long-term earnings growth. Revenue grew. Net interest income increased, reflecting strong loan and deposit growth Noninterest income increased, reflecting growth in key activities such as electronic banking, and service charges on deposit accounts, as well as a gain from an automobile loan securitization. These successes are a direct result of the strategic investments we have made over the last two years. We are especially pleased with the momentum in both consumer household and commercial relationship growth resulting from our "Fair Play" banking philosophy and Optimal Customer Relationship (OCR) sales approach."
"Generating an appropriate return while reducing risk for our shareholders is our key objective," Steinour continued. "Over the last two years, we have significantly improved the risk profile of the balance sheet by increasing capital, strengthening reserves, and reducing the concentrations of higher risk noncore commercial real estate loans. This quarter, we took a step that will further manage concentration risk while permitting us to continue to leverage our expertise in automobile financing. Our super prime indirect automobile portfolio has performed extraordinarily well over this cycle, and recently we have seen strong growth by taking advantage of dislocations in several markets by hiring local teams and applying Huntington's proven underwriting and sales process. By restarting our automobile securitization program this quarter, we can maintain the size of the portfolio at appropriate levels while freeing up balance sheet capacity for continued expansion of the business.
"Disciplined management of capital to improve long-term shareholder returns is important. Last quarter's common stock dividend increase was just one component of our longer-term plan," he continued. "Our capital is expected to continue to increase with earnings. We continue to review potential capital management options and note that during the first quarter of 2012 we will be participating, for the first time, in the Federal Reserve's Comprehensive Capital Analysis and Review (CCAR)."

Net income in the third quarter was $\$ 143.4$ million, $\$ 2.5$ million, or $2 \%$, lower than the prior quarter. Drivers of the decrease were a $\$ 10.7$ million, or $2 \%$, increase in noninterest expense and a $\$ 7.8$ million, or $22 \%$, increase in provision expense, partially offset by a $\$ 5.8$ million, or $1 \%$, increase in fully-taxable equivalent revenue, reflecting a $1 \%$ increase in both net interest and noninterest income. Net income also benefited from a lower provision for income taxes.

Net interest income increased $\$ 3.1$ million, or $1 \%$, from the prior quarter. This reflected a $\$ 0.8$ billion, or 2\% (6\% annualized), increase in average earning assets and was partially offset by a 6 basis point decline in the fully-taxable equivalent net interest margin to $3.34 \%$. The increase in average earning assets was driven by an $\$ 0.8$ billion, or $2 \%$ ( $8 \%$ annualized), increase in average loans. Loan growth was broad based with every category of loans growing, except noncore commercial real estate (CRE), which continued its planned decline. Growth in the average balances of the automobile portfolio and commercial and industrial loan (C\&I) portfolio was strong, up 17\% and 9\% annualized, respectively. Residential mortgages also experienced growth of $5 \%$ ( $19 \%$ annualized), reflecting the continuation of a yearlong trend of customer preferences for shorter-term fixed and/or variable rate mortgages, products we typically retain on our balance sheet. Average total core deposits grew $\$ 0.9$ billion, or $2 \%$ ( $9 \%$ annualized), with the mix continuing to shift from higher cost core certificates of deposit, which declined $\$ 0.5$ billion, or $6 \%(24 \%$ annualized), this quarter, to lower cost total demand deposits, which grew $\$ 0.9$ billion, or $7 \%$ ( $28 \%$ annualized). Commercial demand deposit growth was particularly strong, in part reflecting temporary deposits from several large relationships.
"Two years ago, we moved to a customer relationship centric sales process, we call OCR. For commercial relationships, Huntington is now the primary bank for the vast majority of those customers and no longer just a lender. This has led to significant growth in fee-related activities such as treasury management and capital markets services, as well as commercial deposits," Steinour noted. "The percent of commercial relationships with over four products at the end of the 2011 third quarter was 29.2\%, up from 23.0\% a year ago. For the first nine months of this year, commercial relationships grew at an 8.6\% annualized rate, up from 4.9\% for full year 2010."
"Many banks today are struggling to figure out how to position themselves with consumers, especially now with the outlook for a slower economic recovery and a prolonged period of low interest rates," Steinour noted. "Huntington took action more than a year ago with our clear value position built on convenience and our 'Fair Play' banking philosophy. Products like Asterisk-Free Checking ${ }^{\top M}$ and Huntington Plus Checking ${ }^{\top M}$, with features like 24-Hour Grace ${ }^{\circledR}$, free identity theft protection, and a no fee debit-card, are resonating strongly with existing and potential customers. For the first nine months of this year, consumer checking account households grew at a $10.8 \%$ annualized rate, up from $6.8 \%$ and $3.0 \%$ in 2010 and 2009, respectively. The percent of consumer checking account households with four or more products at the end of the 2011 third quarter was $72.8 \%$, up from $68.5 \%$ a year ago."

Commenting on the net interest margin, Steinour said, "The 6 basis points linked-quarter decline in the net interest margin was more than previously expected. Over the quarter, reinvestment rates on the securities portfolio were down over 45 basis points, and we were unwilling to add credit or duration risk during this time of record low rates. Loan yields were down 10 basis points from the second quarter and, although the pace of decline continued to slow, it was only partially offset by the 5 basis points decrease in deposit costs. We continue to aggressively manage our deposits and see opportunity not only in the repricing of our certificates of deposits but also across much of the deposit portfolio."

Total noninterest income increased $\$ 2.8$ million, or $1 \%$. This included an increase in other income of $\$ 15.1$ million, or $33 \%$, reflecting a $\$ 15.5$ million gain on sale from the automobile securitization and a $\$ 2.6$ million increase in market-related gains and capital markets income, partially offset by a $\$ 6.8$ million decline in SBA servicing income. Service charges on deposit accounts and electronic banking income increased $\$ 4.5$ million, or $7 \%$, and $\$ 1.0$ million, or $3 \%$, respectively, primarily driven by increased customer activity and strong customer growth. These benefits were partially offset by an $\$ 11.0$ million decline in mortgage banking income, primarily driven by a negative $\$ 13.9$ million linked-quarter change in the net mortgage servicing rights (MSR) valuation, the majority of which occurred over the last two weeks of the quarter.

Steinour noted, "The fact that service charges on deposit accounts were only down less than $1 \%$ from a year ago confirms the competitive advantage our 'Fair Play' and OCR strategies are delivering. Our growth in consumer households and commercial relationships, along with our ability to increase product penetration, have virtually eliminated the negative financial impacts of an amendment to Reg E relating to certain overdraft fees, costs associated with our 24-Hour Grace ${ }^{\circledR}$ product feature, and our voluntary decision last year to reduce or eliminate a number of other deposit-related fees."

Noninterest expense increased $\$ 10.7$ million, or $2 \%$. Personnel costs increased $\$ 8.3$ million, or $4 \%$, with more than half of that increase coming from increased salary, severance, and healthcare costs. Outside data processing and other services increased $\$ 5.7$ million, or $13 \%$, primarily due to costs associated with a conversion to a new debit card processor.

Steinour said, "Expenses continued to run at levels above our long-term expectations relative to revenue, as many of our more recent strategic initiatives have yet to season. The progress of each strategic initiative is analyzed monthly, and we continually evaluate their financial performance, terminating the few that do not achieve planned milestones and redeploying that capital into other programs. Our efficiency ratio in the 2011 third quarter was $64 \%$, with our long-term objective to reduce that to the low-to-mid 50\% range."

The provision for credit losses increased $\$ 7.8$ million, or $22 \%$, from the prior quarter. This reflected the combination of strong loan growth and the expectation of a weaker and prolonged economic recovery. This was partially offset by the benefits of end-of-period declines of $8 \%$ in nonaccrual loans and $4 \%$ in total Criticized commercial loans. The period end allowance for credit losses (ACL) as a percentage of total loans and leases decreased to $2.71 \%$ from $2.84 \%$. However, the ACL as a percentage of period end total nonaccrual loans (NALs) increased to $187 \%$ from $181 \%$. Net charge-offs were $\$ 90.6$ million, or an annualized $0.92 \%$ of average total loans and leases, down $7 \%$ from $\$ 97.5$ million, or $1.01 \%$, in the prior quarter and was the first time net charge-offs have been below $1.00 \%$ of average total loans since the third quarter of 2008.

Commenting on credit quality trends, Steinour said, "Credit quality continued its expected improvement. This reflected well on the actions taken over the last two years to address credit-related issues in our loan portfolio. Even so, many of these performance metrics remain elevated compared with historical performance. We expect to see continued declines in nonaccrual loans and net charge-offs going forward."

The Tier 1 common risk-based capital ratio at September 30, 2011, was $10.17 \%$, up from $9.92 \%$ at the end of the prior quarter. The tangible common equity ratio was stable at $8.22 \%$ as tangible assets grew $\$ 1.9$ billion and were temporarily inflated by an increased liquidity position from the proceeds of the automobile securitization. Liquidity is expected to remain at higher than historical levels with the anticipated repayment of $\$ 0.6$ billion of debt that matures in June 2012. The regulatory Tier 1 and Total capital ratios were $12.37 \%$ and $15.11 \%$, respectively, up from $12.14 \%$ and $14.89 \%$, respectively, at June 30, 2011.

## Pre-Tax, Pre-Provision Income Trends

One metric we believe is useful in analyzing performance is the level of earnings adjusted to exclude provision expense, securities gains or losses, and amortization of intangibles. In addition, earnings are adjusted for items we identify to be outside of ordinary banking activities, and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that their outsized impact is believed by us at the time to be infrequent or short-term in nature, which we believe may distort our underlying performance trends (see Pre-Tax, Pre-Provision Income in Basis of Presentation for a full discussion).

Pre-Tax, Pre-Provision Income (1)

| (in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Third } \\ \text { Quarter } \end{gathered}$ |  | Second <br> Quarter |  | First Quarter |  | Fourth Quarter |  | Third Quarter |  |
| Income Before Income Taxes | \$ | 182.3 | \$ | 194.9 | \$ | 161.2 | \$ | 157.9 | \$ | 130.6 |
| Add: Provision for credit losses |  | 43.6 |  | 35.8 |  | 49.4 |  | 87.0 |  | 119.2 |
| Less: Securities (losses) gains |  | (1.4) |  | 1.5 |  | 0.0 |  | (0.1) |  | (0.3) |
| Add: Amortization of intangibles |  | 13.4 |  | 13.4 |  | 13.4 |  | 15.0 |  | 15.1 |
| Less: Additions to litigation reserves |  | - |  | - |  | (17.0) |  | - |  | - |
| Pre-Tax, Pre-Provision Income (1) | \$ | 240.7 | \$ | 242.6 | \$ | 240.9 | \$ | 260.1 | \$ | 265.2 |
| Linked-quarter change - amount | \$ | (1.9) | \$ | 1.6 | \$ | (19.1) | \$ | (5.2) | \$ | (5.2) |
| Linked-quarter change - percent |  | -0.8\% |  | 0.7\% |  | -7.4\% |  | -1.9\% |  | -1.9\% |

(1) See Basis of Presentation for definition

Pre-tax, pre-provision income was $\$ 240.7$ million in the current quarter, down $\$ 1.9$ million, or $1 \%$, from the prior quarter. This primarily reflected the negative impact from a lower than expected net interest margin and higher than expected noninterest expense.

## Expectations

"The lack of prospects for meaningful economic improvement, higher interest rates, and wider spreads between shortterm and medium-term interest rates for the foreseeable future is a challenge," said Steinour. "These revenue headwinds are magnified by the continued fragility of borrower and consumer confidence. Nevertheless, we expect to continue making selective investments in initiatives to grow long-term profitability, remaining disciplined in our loan and deposit pricing, staying focused on increasing customer product penetration, and working to improve operating efficiency. Our success in growing and deepening relationships presents us with an opportunity to expand revenue."

Net interest income is expected to continue to show very modest improvement from the third quarter level. The momentum we are seeing in loan and low cost deposit growth is expected to continue. Yet, those benefits are expected to be mostly offset by downward pressure on the net interest margin due to the anticipated continued mix shift to lower-rate higher quality loans and lower securities reinvestment rates given the low absolute level of interest rates and shape of the yield curve. If the current interest rate environment, which has partially resulted from the Federal Reserve's "Operation Twist", remains unchanged through 2012, it could cause our net interest margin to drop modestly below our long-term targeted range of $3.30 \%-3.75 \%$. Our C\&I portfolio is expected to continue to show meaningful growth with much of this reflecting the positive impact from strategic initiatives to expand our commercial lending expertise into areas like specialty banking, asset based lending, and equipment financing, in addition to our long-standing continued support of middle market and small business lending. For automobile loans, we expect to see strong growth from period-end balances. Residential mortgages are expected to show modest growth, with CRE continuing to experience modest declines.

We again anticipate the increase in total core deposits to match that of loans, reflecting continued growth in consumer households and commercial relationships. Further, we expect the shift toward low- and no-cost demand deposits and money market accounts will continue.

Noninterest income is expected to show a modest decline in the 2011 fourth quarter, primarily due to an anticipated $50 \%$ decline in electronic banking income from the third quarter, given the newly mandated lower interchange fee structure implemented October 1, 2011. We expect to see continued growth of service charge income commensurate with customer growth and increased product penetration. Mortgage banking income should return to levels seen in the first half of the year as the third quarter's sizable MSR impairment is not expected to repeat, though a modest slowdown in refinance application volume is expected. We also anticipate continued growth in the contribution from other key fee income activities including capital markets, treasury management services, and brokerage, reflecting the impact of our cross-sell and product penetration initiatives throughout the company, as well as the positive impact from strategic initiatives.

Expense levels are expected to decline modestly in coming quarters though strategic actions like the current debit card conversion may cause short-term fluctuations.

Nonaccrual loans and net charge-offs are expected to continue to decline. The provision for credit losses should remain near current levels. However, there could be some volatility given the uncertain and uneven nature of the economic recovery.

We anticipate the effective tax rate for the foreseeable future to be in the range of $24 \%$ to $27 \%$.
Please see the 2011 Third Quarter Performance Discussion for an additional detailed review of this quarter's performance. This document can be found at: http://www.investquest.com/iq/h/hban/ne/finnews/

## Conference Call / Webcast Information

Huntington's senior management will host an earnings conference call on Thursday, October 20, 2011, at 10:00 a.m (Eastern Time). The call may be accessed via a live Internet webcast at www.huntington-ir.com or through a dial-in telephone number at (800) 267-7495; Conference ID 10274284. Slides will be available at www.huntington-ir.com about an hour prior to the call. A replay of the webcast will be archived in the Investor Relations section of Huntington's web site, www.huntington.com. A telephone replay will be available two hours after the completion of the call through October 31, 2011 at (855) 859-2056; Conference ID 10274284.

## Forward-looking Statement

This document contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements; (7) extended disruption of vital infrastructure; (8) the final outcome of significant litigation; (9) the nature, extent, and timing of governmental actions and reforms, including the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2010 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Basis of Presentation

## Use of Non-GAAP Financial Measures

This document may contain GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this document, the 2011 Third Quarter Performance Discussion and Quarterly Financial Review supplements to this document, the third quarter earnings conference call slides, or the Form 8-K related to this document, all of which can be found on Huntington's website at www.huntington-ir.com.

## Pre-Tax, Pre-Provision Income

One non-GAAP performance metric that Management believes is useful in analyzing underlying performance trends is pre-tax, pre-provision income. This is the level of earnings adjusted to exclude the impact of:

- provision expense, which is excluded because its absolute level is elevated and volatile in times of economic stress;
- available-for-sale and other securities gains/losses, which are excluded because in times of economic stress securities market valuations may also become particularly volatile;
- amortization of intangibles expense, which is excluded because return on tangible common equity is a key metric used by Management to gauge performance trends; and
- certain items identified by Management to be outside of ordinary banking activities, and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that their outsized impact is believed by Management at the time to be infrequent or short-term in nature, which Management believes may distort the company's underlying performance trends.


## Annualized data

Certain returns, yields, performance ratios, or quarterly growth rates are presented on an "annualized" basis. This is done for analytical and decision-making purposes to better discern underlying performance trends when compared to full year or year-over-year amounts. For example, loan and deposit growth rates, as well as net charge-off percentages, are most often expressed in terms of an annual rate like $8 \%$. As such, a $2 \%$ growth rate for a quarter would represent an annualized 8\% growth rate.

## Fully-taxable equivalent interest income and net interest margin

Income from tax-exempt earning assets is increased by an amount equivalent to the taxes that would have been paid if this income had been taxable at statutory rates. This adjustment puts all earning assets, most notably tax-exempt municipal securities and certain lease assets, on a common basis that facilitates comparison of results to results of competitors.

## Earnings per share equivalent data

Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of Significant Items. Earnings per share equivalents are usually calculated by applying a $35 \%$ effective tax rate to a pre-tax amount to derive an after-tax amount, which is divided by the average shares outstanding during the respective reporting period. Occasionally, when the item involves special tax treatment, the after-tax amount is disclosed separately, with this then being the amount used to calculate the earnings per share equivalent.

## Rounding

Please note that columns of data in this document may not add due to rounding.

## About Huntington

Huntington Bancshares Incorporated is a $\$ 55$ billion regional bank holding company headquartered in Columbus, Ohio. Huntington National Bank, founded in 1866, provides full-service commercial, small business, and consumer banking services; mortgage banking services; treasury management and foreign exchange services; equipment leasing; wealth and investment management services; trust services; brokerage services; customized insurance brokerage and service programs; and other financial products and services. The principal markets for these services are Huntington's six-state banking franchise: Ohio, Michigan, Pennsylvania, Indiana, West Virginia, and Kentucky. The primary distribution channels include a banking network of over 650 traditional branches and convenience branches located in grocery stores and retirement centers, and through an array of alternative distribution channels including internet and mobile banking, telephone banking, and over 1,300 ATMs. Through automotive dealership relationships within its six-state banking franchise area and selected other Midwest and New England states, Huntington also provides commercial banking services to the automotive dealers and retail automobile financing for dealer customers.

## HUNTINGTON BANCSHARES

## 2011 THIRD QUARTER PERFORMANCE DISCUSSION

Date: October 20, 2011
The following provides detailed earnings performance discussion that complements the summary review contained in Huntington Bancshares Incorporated's (NASDAQ: HBAN) 2011 Third Quarter Earnings Press Release, which can be found at: http://www.investquest.com/iq/h/hban/ne/finnews/

Earnings Performance Summary
Table 1 - Earnings Performance Summary

| (in millions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Net interest income | \$ | 406.5 |  |  | \$ | 403.3 | \$ | 3.1 | 1\% |
| Provision for credit losses |  | 43.6 |  | 35.8 |  | 7.8 | 22 |
| Noninterest income |  | 258.6 |  | 255.8 |  | 2.8 | 1 |
| Noninterest expense |  | 439.1 |  | 428.4 |  | 10.7 | 2 |
| Income before income taxes |  | 182.3 |  | 194.9 |  | (12.6) | (6) |
| Provison for income taxes |  | 38.9 |  | 49.0 |  | (10.0) | (20) |
| Net income |  | 143.4 |  | 145.9 |  | (2.5) | (2) |
| Dividends on preferred shares |  | 7.7 |  | 7.7 |  | (0.0) | (0) |
| Net income applicable to common shares | \$ | 135.7 | \$ | 138.2 | \$ | (2.5) | (2) $\%$ |
| Net income per common share-diluted | \$ | 0.16 | \$ | 0.16 | \$ | - | 0\% |
| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |
| Net interest income | \$ | 406.5 | \$ | 403.3 | \$ | 3.1 | 1\% |
| FTE adjustment |  | 3.7 |  | 3.8 |  | (0.2) | (5) |
| Net interest income - FTE |  | 410.1 |  | 407.2 |  | 3.0 | 1 |
| Noninterest income |  | 258.6 |  | 255.8 |  | 2.8 | 1 |
| Total revenue - FTE | \$ | 668.7 | \$ | 662.9 | \$ | 5.8 | $1 \%$ |

## Significant Items Influencing Financial Performance Comparisons

From time-to-time, revenue, expenses, or taxes are impacted by items we judge to be outside of ordinary banking activities and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that we believe their outsized impact at that time to be infrequent or short-term in nature. We believe the disclosure of such "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance trends. (See Significant Items under the Basis of Presentation for a full discussion.)

As shown in Table 2 below, there were no Significant Items impacting reported results for the 2011 third and second quarters and the 2010 third quarter:

Table 2 - Significant Items Influencing Earnings Performance Comparisons

| Three Months Ended <br> (in millions, except per share) | Impact |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount (1) |  | EPS (2) |  |
| September 30, 2011 - GAAP income | \$ | 143.4 | \$ | 0.16 |
| June 30, 2011 - GAAP income | \$ | 145.9 | \$ | 0.16 |
| September 30, 2010 - GAAP income | \$ | 100.9 | \$ | 0.10 |
| (1) Favorable (unfavorable) impact on GAAP income; pre-tax unless otherwise noted <br> (2) After-tax; EPS reflected on a fully diluted basis |  |  |  |  |

## Net Interest Income, Net Interest Margin, and Average Balance Sheet

## 2011 Third Quarter versus 2011 Second Quarter

Fully-taxable equivalent net interest income increased $\$ 3.0$ million, or $1 \%$, from the 2011 second quarter. This was caused by a $2 \%$ ( $6 \%$ annualized) increase in average earning assets. The increase in average earning assets was driven by an increase of $\$ 0.8$ billion, or $2 \% ~(8 \%$ annualized) in average loans.

The fully-taxable equivalent net interest margin decreased 6 basis points to $3.34 \%$. The primary items impacting the net interest margin decline were:

- 9 basis points negative impact from lower loan yields and a shift to lower-yield, higher quality credits.
- 2 basis points negative impact from lower yield securities and the elevated level of balance sheet liquidity.

Partially offset by:

- 6 basis points positive impact from improved deposit pricing and the addition of low cost deposits.

Table 3 - Loans and Leases - 3Q11 vs. 2Q11

| (in billions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 13.7 |  |  | \$ | 13.4 | \$ | 0.3 | 2\% |
| Commercial real estate |  | 6.1 |  | 6.2 |  | (0.1) | (2) |
| Total commercial |  | 19.8 |  | 19.6 |  | 0.2 | 1 |
| Automobile |  | 6.2 |  | 6.0 |  | 0.3 | 4 |
| Home equity |  | 8.0 |  | 7.9 |  | 0.1 | 2 |
| Residential mortgage |  | 4.8 |  | 4.6 |  | 0.2 | 5 |
| Other consumer |  | 0.5 |  | 0.5 |  | (0.0) | (3) |
| Total consumer |  | 19.5 |  | 18.9 |  | 0.6 | 3 |
| Total loans and leases | \$ | 39.3 | \$ | 38.5 | \$ | 0.8 | 2\% |

- $\quad \$ 0.3$ billion, or $2 \%$ ( $9 \%$ annualized), growth in average commercial and industrial (C\&I) loans, reflecting increased activity from multiple business lines including large corporate, equipment finance, business banking, and middle market. C\&I utilization rates were little changed from the end of the prior quarter
- $\quad \$ 0.3$ billion, or $4 \%$ ( $17 \%$ annualized), growth in average automobile loans. We continued to originate very high quality loans at attractive returns. We focus on larger, multi-franchised, well-capitalized dealers that are rarely reliant on the success of one franchise to generate profitability. While the used car market remained very strong, we increased our originations of new vehicle loans, which reflected the discontinuance by the captive finance companies of aggressive incentive programs due to supply concerns.
- $\quad \$ 0.2$ billion, or $5 \%$ ( $19 \%$ annualized), growth in residential mortgages as we experienced the continuation of a year-long trend of customer preferences shifting to shorter-term fixed-rate and/or variable rate mortgages.

Partially offset by:

- $\quad \$ 0.1$ billion, or $2 \%$ ( $8 \%$ annualized), decline in average commercial real estate (CRE) loans, primarily as a result of our ongoing strategy to reduce this exposure. We were successful in reducing exposure across virtually all of the CRE project types that we actively manage via our concentration management process. The decline in noncore CRE loans accounted for the decrease in total CRE loans. The noncore CRE 1 declines reflected pay downs, refinancings, and charge-offs. Core CRE loans continued to exhibit high quality characteristics with minimal downgrade or charge-off activity.

Table 4 - Deposits - 3Q11 vs. 2Q11

| (in billions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Average Deposits |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ | 8.7 |  |  | \$ | 7.8 | \$ | 0.9 | 12\% |
| Demand deposits - interest bearing |  | 5.6 |  | 5.6 |  | 0.0 | 0 |
| Money market deposits |  | 13.3 |  | 12.9 |  | 0.4 | 3 |
| Savings and other domestic deposits |  | 4.8 |  | 4.8 |  | (0.0) | (1) |
| Core certificates of deposit |  | 7.6 |  | 8.1 |  | (0.5) | (6) |
| Total core deposits |  | 40.0 |  | 39.1 |  | 0.9 | 2 |
| Other domestic deposits of \$250,000 or more |  | 0.4 |  | 0.5 |  | (0.1) | (17) |
| Brokered deposits and negotiable CDs |  | 1.5 |  | 1.3 |  | 0.2 | 15 |
| Other deposits |  | 0.4 |  | 0.3 |  | 0.1 | 16 |
| Total deposits | \$ | 42.3 | \$ | 41.3 | \$ | 1.0 | 2\% |

- $\quad \$ 0.9$ billion, or $7 \%$ ( $28 \%$ annualized), increase in total demand deposits. This was driven primarily by growth in commercial and consumer noninterest-bearing demand deposits. Commercial demand deposits growth was particular strong, reflecting, in part, temporary deposits from several large relationships
- $\quad \$ 0.4$ billion, or $3 \%$ ( $14 \%$ annualized), increase in average money market deposits.

Partially offset by:

- $\$ 0.5$ billion, or $6 \%$ ( $24 \%$ annualized), decrease in core certificates of deposits.


## 2011 Third Quarter versus 2010 Third Quarter

Fully-taxable equivalent net interest income decreased $\$ 2.5$ million, or less than $1 \%$, from the year-ago quarter. This reflected the benefit of a $\$ 1.3$ billion, or $3 \%$, increase in average total earning assets, partially offset by an 11 basis point decline in the fully-taxable equivalent net interest margin. The increase in average earning assets reflected a combination of factors including:

- $\quad \$ 2.1$ billion, or $6 \%$, increase in average total loans and leases.
- $\$ 0.3$ billion, or $3 \%$, decrease in average total available-for-sale and held-to-maturity securities.

The 11 basis point decline in the fully-taxable equivalent net interest margin reflected a reduction in derivatives income, lower loan yields, and lower securities yields, partially offset by the positive impacts of increases in low cost deposits and lower deposit pricing.

Table 5 - Loans and Leases - 3Q11 vs. 3Q10

| (in billions) | Third Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Average Loans and Leases |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 13.7 | \$ | 12.4 | \$ | 1.3 | 10\% |
| Commercial real estate |  | 6.1 |  | 7.1 |  | (1.0) | (14) |
| Total commercial |  | 19.8 |  | 19.5 |  | 0.3 | 2 |
| Automobile |  | 6.2 |  | 5.1 |  | 1.1 | 21 |
| Home equity |  | 8.0 |  | 7.6 |  | 0.4 | 6 |
| Residential mortgage |  | 4.8 |  | 4.4 |  | 0.4 | 9 |
| Other consumer |  | 0.5 |  | 0.7 |  | (0.1) | (20) |
| Total consumer |  | 19.5 |  | 17.7 |  | 1.8 | 10 |
| Total loans and leases | \$ | 39.3 | \$ | 37.2 | \$ | 2.1 | 6\% |

Average total loans and leases increased $\$ 2.1$ billion, or $6 \%$, from the year-ago quarter reflecting:

- $\quad \$ 1.3$ billion, or $10 \%$, increase in average C\&I loans reflected a combination of factors, including the benefits from our strategic initiatives focusing on large corporate, asset based lending, and equipment finance. In addition, we continued to see growth in more traditional middle-market and business banking loans. This growth was evident despite line utilization rates that remained well below historical norms.
- $\quad \$ 1.1$ billion, or $21 \%$, increase in average automobile loans. Automobile lending is a core competency and continued to be an area of targeted growth. The growth from the year-ago quarter exhibited further penetration within our historical geographic footprint, as well as the positive impacts of our expansion into Eastern Pennsylvania and five New England states. Origination quality remained high as measured by all of our internal quality metrics.
- $\quad \$ 0.4$ billion, or $9 \%$, increase in average residential mortgages.


## Partially offset by:

- $\quad \$ 1.0$ billion, or $14 \%$, decrease in average CRE loans, reflecting the continued execution of our plan to reduce this exposure, primarily in the noncore CRE segment. This reduction is expected to continue, reflecting the combined impact of amortizations, pay downs, refinancings, and restructures.

Table 6 - Deposits - 3Q11 vs. 3Q10

| (in billions) | Third Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Average Deposits |  |  |  |  |  |  |  |
| Demand deposits - noninterest bearing | \$ | 8.7 | \$ | 6.8 | \$ | 2.0 | 29\% |
| Demand deposits - interest bearing |  | 5.6 |  | 5.3 |  | 0.3 | 5 |
| Money market deposits |  | 13.3 |  | 12.3 |  | 1.0 | 8 |
| Savings and other domestic deposits |  | 4.8 |  | 4.6 |  | 0.1 | 2 |
| Core certificates of deposit |  | 7.6 |  | 8.9 |  | (1.4) | (15) |
| Total core deposits |  | 40.0 |  | 38.0 |  | 1.9 | 5 |
| Other domestic deposits of \$250,000 or more |  | 0.4 |  | 0.7 |  | (0.3) | (44) |
| Brokered deposits and negotiable CDs |  | 1.5 |  | 1.5 |  | 0.0 | 3 |
| Other deposits |  | 0.4 |  | 0.5 |  | (0.1) | (11) |
| Total deposits | \$ | 42.3 | \$ | 40.6 | \$ | 1.6 | 4\% |

## Average total deposits increased $\$ 1.6$ billion, or $4 \%$, from the year-ago quarter reflecting:

- $\$ 1.9$ billion, or $5 \%$, growth in average total core deposits. The drivers of this change were a $\$ 2.2$ billion, or $18 \%$, growth in average total demand deposits, and a $\$ 1.0$ billion, or $8 \%$, growth in average money market deposits, partially offset by $\$ 1.4$ billion, or $15 \%$, decline in average core certificates of deposit.

Partially offset by:

- $\$ 0.3$ billion, or $44 \%$, decline in average other domestic deposits of $\$ 250,000$ or more, reflecting a strategy to reduce such noncore funding.


## Provision for Credit Losses

The provision for credit losses in the 2011 third quarter was $\$ 43.6$ million, up $\$ 7.8$ million, or $22 \%$, from the prior, reflecting the combination of strong loan growth and the expectation of a weaker and prolonged economic recovery. The current quarter's provision for credit losses was $\$ 47.0$ million less than total net charge-offs. Compared to the year-ago quarter, provision for credit losses declined $\$ 75.6$ million, or $63 \%$. The decline reflected the combination of lower NCOs, NPAs, and commercial Criticized loans (see Credit Quality discussion).

## Noninterest Income

## 2011 Third Quarter versus 2011 Second Quarter

Table 7 - Noninterest Income - 3Q11 vs. 2 Q11

| (in millions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 65.2 |  |  | \$ | 60.7 | \$ | 4.5 | 7\% |
| Mortgage banking income |  | 12.8 |  | 23.8 |  | (11.0) | (46) |
| Trust services |  | 29.5 |  | 30.4 |  | (0.9) | (3) |
| Electronic banking income |  | 32.7 |  | 31.7 |  | 1.0 | 3 |
| Insurance income |  | 17.2 |  | 16.4 |  | 0.8 | 5 |
| Brokerage income |  | 20.3 |  | 20.8 |  | (0.5) | (2) |
| Bank owned life insurance income |  | 15.6 |  | 17.6 |  | (2.0) | (11) |
| Automobile operating lease income |  | 5.9 |  | 7.3 |  | (1.4) | (19) |
| Securities (losses) gains |  | (1.4) |  | 1.5 |  | (2.9) | (190) |
| Other income |  | 60.6 |  | 45.5 |  | 15.1 | 33 |
| Total noninterest income | \$ | 258.6 | \$ | 255.8 | \$ | 2.8 | 1\% |

Noninterest income increased $\$ 2.8$ million, or $1 \%$, from the prior quarter reflecting:

- $\quad \$ 15.1$ million, or $33 \%$, increase in other income, reflecting a $\$ 15.5$ million automobile loan securitization gain on sale, $\$ 2.6$ million higher market-related gains and capital markets income, partially offset by a $\$ 6.8$ million reduction in SBArelated servicing income.
- $\quad \$ 4.5$ million, or $7 \%$, increase in service charges on deposit accounts, primarily reflecting an increase in personal services charges, mostly due to increased activity driven by strong customer growth.

Partially offset by:

- $\quad \$ 11.0$ million, or $46 \%$, decline in mortgage banking income reflecting a $\$ 13.9$ million reduction in contribution from the net MSR, partially offset by a $\$ 4.1$ million, or $36 \%$, increase in origination and secondary marketing income.
- $\quad \$ 1.4$ million securities loss in the current period compared with a $\$ 1.5$ million securities gain in the second quarter.


## 2011 Third Quarter versus 2010 Third Quarter

Table 8 - Noninterest Income - 3Q11 vs. 3Q10

| (in millions) | Third Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Noninterest Income |  |  |  |  |  |  |  |
| Service charges on deposit accounts | \$ | 65.2 | \$ | 65.9 | \$ | (0.7) | (1)\% |
| Mortgage banking income |  | 12.8 |  | 52.0 |  | (39.3) | (75) |
| Trust services |  | 29.5 |  | 27.0 |  | 2.5 | 9 |
| Electronic banking income |  | 32.7 |  | 28.1 |  | 4.6 | 16 |
| Insurance Income |  | 17.2 |  | 19.8 |  | (2.6) | (13) |
| Brokerage Income |  | 20.3 |  | 16.6 |  | 3.8 | 23 |
| Bank owned life insurance income |  | 15.6 |  | 14.1 |  | 1.6 | 11 |
| Automobile operating lease income |  | 5.9 |  | 11.4 |  | (5.5) | (48) |
| Securities (losses) gains |  | (1.4) |  | (0.3) |  | (1.1) | (356) |
| Other income |  | 60.6 |  | 32.6 |  | 28.1 | 86 |
| Total noninterest income | \$ | 258.6 | \$ | 267.1 | \$ | (8.6) | (3) $\%$ |

Noninterest income declined $\$ 8.6$ million, or $3 \%$, from the year-ago quarter reflecting:

- $\quad \$ 39.3$ million, or $75 \%$, decrease in mortgage banking income. This primarily reflected a $\$ 21.4$ million decrease in MSR net hedging income and a $\$ 20.2$ million, or $56 \%$, decrease in origination and secondary marketing income, as originations decreased $41 \%$ from the year-ago quarter.
- $\quad \$ 5.5$ million, or $48 \%$, decline in automobile operating lease income reflecting the impact of a declining portfolio as a result of having exited that business in 2008.


## Partially offset by:

- $\$ 28.1$ million, or $86 \%$, increase in other income, of which $\$ 15.5$ million related to the automobile loan securitization. Also contributing to the growth were increases from capital markets activities, primarily interest rate protection and foreign exchange products.
- $\$ 4.6$ million, or $16 \%$, increase in electronic banking income, reflecting an increase in debit card transaction volume and new account growth.
- $\quad \$ 3.8$ million, or $23 \%$, increase in brokerage income, primarily reflecting increased sales of investment products.


## Noninterest Expense

## 2011 Third Quarter versus 2011 Second Quarter

Table 9 - Noninterest Expense - 3Q11 vs. 2 Q11

| (in millions) | 2011 |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  |  |  |  |
|  |  |  | Amount | \% |  |  |  |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ | 226.8 |  |  | \$ | 218.6 | \$ | 8.3 | 4\% |
| Outside data processing and other services |  | 49.6 |  | 43.9 |  | 5.7 | 13 |
| Net occupancy |  | 27.0 |  | 26.9 |  | 0.1 | 0 |
| Deposit and other insurance expense |  | 17.5 |  | 23.8 |  | (6.3) | (27) |
| Professional services |  | 20.3 |  | 20.1 |  | 0.2 | 1 |
| Equipment |  | 22.3 |  | 21.9 |  | 0.3 | 2 |
| Marketing |  | 22.3 |  | 20.1 |  | 2.1 | 11 |
| Amortization of intangibles |  | 13.4 |  | 13.4 |  | 0.0 | 0 |
| OREO and foreclosure expense |  | 4.7 |  | 4.4 |  | 0.3 | 6 |
| Automobile operating lease expense |  | 4.4 |  | 5.4 |  | (1.0) | (19) |
| Other expense |  | 31.0 |  | 29.9 |  | 1.1 | 4 |
| Total noninterest expense | \$ | 439.1 | \$ | 428.4 | \$ | 10.7 | 2\% |
| (in thousands) |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11.5 |  | 11.5 |  | - | 0\% |

Noninterest expense increased $\$ 10.7$ million, or $2 \%$, from the prior quarter. This reflected:

- $\quad \$ 8.3$ million, or $4 \%$, increase in personnel costs, primarily reflecting higher salaries, severance and healthcare costs.
- $\quad \$ 5.7$ million, or $13 \%$, increase in outside data processing and other services, reflecting the costs associated with the conversion to a new debit card processor.

Partially offset by:

- $\quad \$ 6.3$ million, or $27 \%$, decline in deposit and other insurance expenses.


## 2011 Third Quarter versus 2010 Third Quarter

Table 10 - Noninterest Expense - 3Q11 vs. 3 Q10

| (in millions) | Third Quarter |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | \% |
| Noninterest Expense |  |  |  |  |  |  |  |
| Personnel costs | \$ | 226.8 | \$ | 208.3 | \$ | 18.6 | 9\% |
| Outside data processing and other services |  | 49.6 |  | 38.6 |  | 11.0 | 29 |
| Net occupancy |  | 27.0 |  | 26.7 |  | 0.2 | 1 |
| Deposit and other insurance expense |  | 17.5 |  | 23.4 |  | (5.9) | (25) |
| Professional services |  | 20.3 |  | 20.7 |  | (0.4) | (2) |
| Equipment |  | 22.3 |  | 21.7 |  | 0.6 | 3 |
| Marketing |  | 22.3 |  | 20.9 |  | 1.3 | 6 |
| Amortization of intangibles |  | 13.4 |  | 15.1 |  | (1.8) | (12) |
| OREO and foreclosure expense |  | 4.7 |  | 12.0 |  | (7.4) | (61) |
| Automobile operating lease expense |  | 4.4 |  | 9.2 |  | (4.8) | (52) |
| Other expense |  | 31.0 |  | 30.8 |  | 0.2 | 1 |
| Total noninterest expense | \$ | 439.1 | \$ | 427.3 | \$ | 11.8 | 3\% |
| (in thousands) |  |  |  |  |  |  |  |
| Number of employees (full-time equivalent) |  | 11.5 |  | 11.3 |  | 0.2 | 2\% |

Noninterest expense increased $\$ 11.8$ million, or 3\%, from the year-ago quarter reflecting:

- $\quad \$ 18.6$ million, or $9 \%$, increase in personnel costs, primarily reflecting a $2 \%$ increase in full-time equivalent staff in support of strategic initiatives, as well as higher benefit-related expenses.
- $\quad \$ 11.0$ million, or $29 \%$, increase in outside data processing and other service, reflecting costs associated with converting to a new debit card processer and the implementation of strategic initiatives.

Partially offset by:

- $\quad \$ 7.4$ million, or $61 \%$, decrease in OREO and foreclosure expense.
- $\$ 5.9$ million, or $25 \%$, decline in deposit and other insurance expenses.
- $\quad \$ 4.8$ million, or $52 \%$, decline in automobile operating lease expense as that portfolio continued its runoff.


## Income Taxes

The provision for income taxes in the 2011 third quarter was $\$ 38.9$ million. The effective tax rate for the 2011 third quarter was $21.4 \%$. At September 30, 2011, we had a net deferred tax asset of $\$ 364.2$ million. Based on both positive and negative evidence and our level of forecasted future taxable income, there was no impairment to the deferred tax asset at September 30, 2011. The total disallowed deferred tax asset for regulatory capital purposes decreased to $\$ 19.4$ million at September 30, 2011, from \$48.2 million at June 30, 2011.

We anticipate the effective tax rate for the foreseeable future to be in the range of $24 \%$ to $27 \%$.

## Credit Quality Performance Discussion

Credit quality performance in the 2011 third quarter reflected continued improvement in the overall loan portfolio relating to net charge-off ( NCO ) activity, as well as continued improvement in key credit quality metrics, including an $8 \%$ decline in nonperforming assets (NPAs) and a 4\% decline in the level of Criticized commercial loans compared to the prior quarter. While the trend of declining Criticized loan levels continued in the quarter, there was an increase in new Criticized commercial loan inflows compared to the prior quarter. The inflow of new Criticized loans was across all of our business segments and included one large relationship. It is important to note that while we did downgrade this relationship in the quarter, we have already noted some positives in its performance and structure. We do not believe the increase in the quarter's inflow is an indication of future increases in the overall level of Criticized loans.

## Net Charge-Offs (NCOs)

Table 11 - Net Charge-Offs

| (in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter |  | Second Quarter |  | First Quarter |  | Fourth Quarter |  | Third Quarter |  |
| Net Charge-offs |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 17.9 | \$ | 18.7 | \$ | 42.2 | \$ | 59.1 | \$ | 62.2 |
| Commercial real estate |  | 24.4 |  | 27.6 |  | 67.7 |  | 44.9 |  | 63.7 |
| Total commercial |  | 42.3 |  | 46.3 |  | 109.9 |  | 104.0 |  | 125.9 |
| Automobile |  | 3.9 |  | 2.3 |  | 4.7 |  | 7.0 |  | 5.6 |
| Home equity |  | 26.2 |  | 25.4 |  | 26.7 |  | 29.2 |  | 27.8 |
| Residential mortgage |  | 11.6 |  | 16.5 |  | 18.9 |  | 26.8 |  | 19.0 |
| Other consumer |  | 6.6 |  | 7.1 |  | 4.9 |  | 5.3 |  | 6.3 |
| Total consumer |  | 48.2 |  | 51.2 |  | 55.2 |  | 68.3 |  | 58.6 |
| Total net charge-offs | \$ | 90.6 | \$ | 97.5 | \$ | 165.1 | \$ | 172.3 | \$ | 184.5 |


| Net Charge-offs - annualized percentages |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and industrial | 0.52\% | 0.56\% | 1.29\% | 1.85\% | 2.01\% |
| Commercial real estate | 1.60 | 1.77 | 4.15 | 2.64 | 3.60 |
| Total commercial | 0.86 | 0.94 | 2.24 | 2.13 | 2.59 |
| Automobile | 0.25 | 0.15 | 0.33 | 0.51 | 0.43 |
| Home equity | 1.31 | 1.29 | 1.38 | 1.51 | 1.47 |
| Residential mortgage | 0.97 | 1.44 | 1.70 | 2.42 | 1.73 |
| Other consumer | 5.05 | 5.27 | 3.47 | 3.66 | 3.83 |
| Total consumer | 0.99 | 1.08 | 1.20 | 1.50 | 1.32 |
| Total net charge-offs | 0.92\% | $\underline{1.01} \%$ | 1.73 \% | $\underline{1.82} \%$ | $\underline{1.98} \%$ |

Total net charge-offs for the 2011 third quarter were $\$ 90.6$ million, or an annualized $0.92 \%$ of average total loans and leases. This was down $\$ 6.9$ million, or $7 \%$, from $\$ 97.5$ million, or an annualized $1.01 \%$, in the prior quarter.

Total C\&I net charge-offs for the 2011 third quarter were $\$ 17.9$ million, or an annualized $0.52 \%$, down $4 \%$ from $\$ 18.7$ million, or an annualized $0.56 \%$ of related loans, in the prior quarter. This decline was evident across our geographic footprint and was consistent with our expectations. The current quarter's NCOs were associated with smaller relationships, consistent with the longer-term run-rate expectations.

Current quarter CRE net charge-offs were $\$ 24.4$ million, or an annualized $1.60 \%$ of average CRE loans. This was down $\$ 3.2$ million, or $11 \%$, from $\$ 27.6$ million, or an annualized $1.77 \%$, in the prior quarter. This performance was consistent with our expectations and was evident across our geographic footprint. We continue to anticipate lower CRE NCOs in future quarters.

Total consumer net charge-offs in the current quarter were $\$ 48.2$ million, or an annualized $0.99 \%$ of average total consumer loans, down $\$ 3.0$ million, or $6 \%$, from $\$ 51.2$ million, or an annualized $1.08 \%$, in the prior quarter.

Automobile loan and lease net charge-offs were $\$ 3.9$ million, or an annualized $0.25 \%$ of related average balances, up $70 \%$ from $\$ 2.3$ million, or an annualized $0.15 \%$, in the prior quarter. These relatively low levels of net charge-offs reflected the continued high credit quality of originations and a strong resale market for used vehicles.

Residential mortgage net charge-offs in the current quarter were $\$ 11.6$ million, or an annualized $0.97 \%$ of related loans, down $30 \%$ from $\$ 16.5$ million, or an annualized $1.44 \%$, in the prior quarter and were consistent with expectations for a continued downward trend.

Home equity net charge-offs were $\$ 26.2$ million, or an annualized $1.31 \%$ of related average balances, up 3\% from $\$ 25.4$ million, or an annualized $1.29 \%$, in the prior quarter and were impacted by the weakened overall economy and the continued modest erosion in home values. This slight increase was consistent with our expectations. We continue to manage the default rate through focused delinquency monitoring as virtually all defaults for second-lien home equity loans incur significant losses reflecting the reduction of equity associated with the collateral property.

## Nonaccrual Loans (NALs) and Nonperforming Assets (NPAs)

Table 12 - Nonaccrual Loans and Nonperforming Assets

| (in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  | Dec. 31 |  | Sep. 30 |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 209.6 | \$ | 229.3 | \$ | 260.4 | \$ | 346.7 | \$ | 398.4 |
| Commercial real estate |  | 257.1 |  | 291.5 |  | 305.8 |  | 363.7 |  | 478.8 |
| Residential mortgage |  | 61.1 |  | 59.9 |  | 44.8 |  | 45.0 |  | 83.0 |
| Home equity |  | 37.2 |  | 33.5 |  | 25.3 |  | 22.5 |  | 21.7 |
| Total nonaccrual loans and leases (NALs) |  | 565.0 |  | 614.2 |  | 636.3 |  | 777.9 |  | 981.8 |
| Other real estate, net: |  |  |  |  |  |  |  |  |  |  |
| Residential |  | 18.6 |  | 20.8 |  | 28.7 |  | 31.6 |  | 65.8 |
| Commercial |  | 19.4 |  | 17.9 |  | 26.0 |  | 35.2 |  | 57.3 |
| Total other real estate, net |  | 38.0 |  | 38.7 |  | 54.6 |  | 66.8 |  | 123.1 |
| Other NPAs (1) |  | 11.0 |  | - |  | - |  | - |  | - |
| Total nonperforming assets (NPAs) | \$ | 614.0 | \$ | 652.9 | \$ | 690.9 | \$ | 844.8 | \$ | 1,104.9 |
| NAL ratio (2) |  | 1.45\% |  | 1.57\% |  | 1.66\% |  | 2.04\% |  | 2.62\% |
| NPA ratio (3) |  | 1.57 |  | 1.67 |  | 1.80 |  | 2.21 |  | 2.94 |
| Nonperforming Frankin assets |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Home equity |  | - |  | - |  | - |  | - |  | - |
| OREO |  | 0.5 |  | 0.9 |  | 6.0 |  | 9.5 |  | 15.3 |
| Impaired loans held for sale |  | - |  | - |  | - |  | - |  | - |
| Total nonperforming Franklin assets | \$ | 0.5 | \$ | 0.9 | \$ | 6.0 | \$ | 9.5 | \$ | 15.3 |

(1) Other nonperforming assets represent an investment security backed by a municipal bond
(2) Total NALs as a \% of total loans and leases
(3) Total NPAs as a \% of sum of loans and leases, impaired loans held for sale, and net other real estate

Total nonaccrual loans and leases (NALs) were $\$ 565.0$ million at September 30, 2011, and represented $1.45 \%$ of total loans and leases. This was down $\$ 49.2$ million, or $8 \%$, from $\$ 614.2$ million, or $1.57 \%$, of total loans and leases, at June 30, 2011.

C\&I NALs decreased $\$ 19.7$ million, or $9 \%$, from the end of the prior quarter, reflecting both NCO activity and problem credit resolutions, including payoffs. The decline was associated with loans throughout our footprint, with no specific geographic concentration.

CRE NALs decreased $\$ 34.4$ million, or $12 \%$, from the end of the prior quarter, reflecting both NCO activity and problem credit resolutions, including borrower payments and payoffs. We continue to be focused on early recognition of risks through our ongoing portfolio management processes.

In contrast, home equity and residential mortgage NALs increased $\$ 3.6$ million, or $11 \%$, and $\$ 1.3$ million, or $2 \%$, respectively. These increases reflected the current weak economic conditions and the continued decline of residential real estate property values. Both home equity and residential mortgage NALs have been written down to net realizable values less anticipated selling costs, which substantially limits any significant future risk of loss.

Nonperforming assets (NPAs), which include NALs, were $\$ 614.0$ million at September 30, 2011, and represented $1.57 \%$ of related assets. This was down $\$ 39.0$ million, or $6 \%$, from $\$ 652.9$ million, or $1.67 \%$, of related assets at the end of the prior quarter.

Table 13 - Accruing Loans 90 Days Past Due and Troubled Debt Restructured Loans

| (in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  | Dec. 31 |  | Sep. 30 |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |
| Total excluding loans guaranteed by the U.S. Government | \$ | 61.0 | \$ | 57.7 | \$ | 73.6 | \$ | 87.7 | \$ | 95.4 |
| Loans guaranteed by the U.S. Government |  | 84.4 |  | 77.0 |  | 94.4 |  | 98.3 |  | 94.2 |
| Total loans and leases | \$ | 145.4 | \$ | 134.6 | \$ | 168.0 | \$ | 185.9 | \$ | 189.6 |
| Ratios (1) |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. government |  | 0.16\% |  | 0.15\% |  | 0.19\% |  | 0.23\% |  | 0.25\% |
| Guaranteed by U.S. government |  | 0.21 |  | 0.19 |  | 0.25 |  | 0.26 |  | 0.26 |
| Including loans guaranteed by the U.S. government |  | 0.37 |  | 0.34 |  | 0.44 |  | 0.49 |  | 0.51 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | \$ | 304.4 | \$ | 313.8 | \$ | 333.5 | \$ | 328.4 | \$ | 304.4 |
| Other consumer |  | 89.6 |  | 75.0 |  | 78.5 |  | 76.6 |  | 73.2 |
| Commercial |  | 321.6 |  | 240.1 |  | 206.5 |  | 222.6 |  | 158.0 |
| Total accruing troubled debt restructured loans |  | 715.6 |  | 628.9 |  | 618.4 |  | 627.6 |  | 535.5 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages |  | 20.9 |  | 14.4 |  | 8.5 |  | 5.8 |  | 10.6 |
| Other consumer |  | 0.3 |  | 0.1 |  | 0.0 |  | - |  | - |
| Commercial |  | 74.3 |  | 77.7 |  | 37.9 |  | 33.5 |  | 33.2 |
| Total nonaccruing troubled debt restructured loans |  | 95.4 |  | 92.3 |  | 46.4 |  | 39.3 |  | 43.8 |
| Total troubled debt restructured loans | \$ | 811.0 | \$ | 721.2 | \$ | 664.8 | \$ | 666.9 | \$ | 579.4 |

(1) Percent of related loans and leases

Total accruing loans and leases over 90 days past due, excluding loans guaranteed by the U.S. Government, were $\$ 61.0$ million at September 30 , 2011, up $\$ 3.3$ million, or $6 \%$, from the end of the prior quarter, and down $\$ 34.4$ million, or $36 \%$, from the end of the year-ago period. On this same basis, the over 90 -day delinquency ratio was $0.16 \%$ at September 30,2011 , up from $0.15 \%$ at the end of the prior quarter, and down 9 basis points from a year earlier.

## Allowances for Credit Losses (ACL)

We maintain two reserves, both of which are available to absorb inherent credit losses: the allowance for loan and lease losses (ALLL) and the allowance for unfunded loan commitments and letters of credit (AULC). When summed together, these reserves constitute the total ACL

## Table 14 - Allowances for Credit Losses (ACL)

| (in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  | Dec. 31, |  | Sep. 30 |  |
| Allowance for loan and lease losses (ALLL) | \$ | 1,019.7 | \$ | 1,071.1 | \$ | 1,133.2 | \$ | 1,249.0 | \$ | 1,336.4 |
| Allowance for unfunded loan commitments and letters of credit |  | 38.8 |  | 41.1 |  | 42.2 |  | 42.1 |  | 40.1 |
| Allowance for credit losses (ACL) | \$ | 1,058.5 | \$ | 1,112.2 | \$ | 1,175.4 | \$ | 1,291.1 | \$ | 1,376.4 |
| ALLL as a \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.61\% |  | 2.74\% |  | 2.96\% |  | 3.28\% |  | 3.56\% |
| Nonaccrual loans and leases (NALs) |  | 180 |  | 174 |  | 178 |  | 161 |  | 136 |
| Nonperforming assets (NPAs) |  | 166 |  | 164 |  | 164 |  | 148 |  | 121 |
| ACL as a \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.71\% |  | 2.84\% |  | 3.07\% |  | 3.39\% |  | 3.67\% |
| Nonaccrual loans and leases (NALs) |  | 187 |  | 181 |  | 185 |  | 166 |  | 140 |
| Nonperforming assets (NPAs) |  | 172 |  | 170 |  | 170 |  | 153 |  | 125 |

At September 30, 2011, the ALLL was $\$ 1,019.7$ million, down $\$ 51.4$ million, or $5 \%$, from $\$ 1,071.1$ million at the end of the prior quarter. Expressed as a percent of period-end loans and leases, the ALLL ratio at September 30, 2011, was $2.61 \%$, down from $2.74 \%$ at June 30, 2011. However, and reflecting the decline in NALs, the ALLL as a percent of NALs increased to $180 \%$ at September 30, 2011, from 174\% at June 30, 2011.

At September 30, 2011, the AULC was $\$ 38.8$ million, down $\$ 2.3$ million, or $6 \%$, from the end of the prior quarter.
On a combined basis, the ACL as a percent of total loans and leases at September 30, 2011, was $2.71 \%$, down from $2.84 \%$ at June 30, 2011. The reduction was primarily a result of the continued improvement in the level of Criticized loans and a reduction in the level of specific reserves. As the ACL calculation is a reflection of the risk in the portfolio, a decline in the Criticized asset level resulted in a decrease in the required related reserve level. However, this decline was slightly offset by reserve increases associated with loan growth in total consumer loans as the risk metrics associated with those loans remained relatively unchanged. It is important to note that despite the decline in the ACL ratio, the coverage of NALs increased to $187 \%$ at September 30, 2011, up from $181 \%$ at June 30, 2011, and substantially higher than the $140 \%$ in the year-ago quarter.

## Capital

Table 15 - Capital Ratios

| (in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30 |  | Jun. 30 |  | Mar. 31 |  | Dec. 31, |  | Sep. 30 |  |
| Tangible common equity / tangible assets ratio |  | 8.22\% |  | 8.22\% |  | 7.81\% |  | 7.56\% |  | 6.20\% |
| Tier 1 common risk-based capital ratio |  | 10.17\% |  | 9.92\% |  | 9.75\% |  | 9.29\% |  | 7.39\% |
| Regulatory Tier 1 risk-based capital ratio |  | 12.37\% |  | 12.14\% |  | 12.04\% |  | 11.55\% |  | 12.82\% |
| Excess over 6.0\% (1) | \$ | 2,827 | \$ | 2,707 | \$ | 2,599 | \$ | 2,413 | \$ | 2,916 |
| Regulatory Total risk-based capital ratio |  | 15.11\% |  | 14.89\% |  | 14.85\% |  | 14.46\% |  | 15.08\% |
| Excess over 10.0\% (1) | \$ | 2,268 | \$ | 2,156 | \$ | 2,087 | \$ | 1,939 | \$ | 2,172 |
| Total risk-weighted assets | \$ | 44,376 | \$ | 44,081 | \$ | 43,025 | \$ | 43,471 | \$ | 42,759 |

(1) "Well-capitalized" regulatory threshold

The tangible common equity to asset ratio at September 30, 2011, was $8.22 \%$. Unlike risk-based capital ratios that increased from the end of the second quarter, the tangible common equity ratio was unchanged, reflecting a temporary increase in balance sheet liquidity as a result of the automobile securitization.

Our Tier 1 common risk-based capital ratio at quarter end was $10.17 \%$, up from $9.92 \%$ at the end of the prior quarter. In addition, our regulatory Tier 1 and Total risk-based capital ratios were $12.37 \%$ and $15.11 \%$, respectively, up from $12.14 \%$ and $14.89 \%$, respectively, at June 30, 2011. These increases primarily reflected the benefit of retained earnings as riskweighted assets increased slightly.

## Forward-looking Statement

This document contains certain forward-looking statements, including certain plans, expectations, goals, projections, and statements, which are subject to numerous assumptions, risks, and uncertainties. Forward-looking statements may be identified by words such as expect, anticipate, believe, intend, estimate, plan, target, goal, or similar expressions, or future or conditional verbs such as will, may, might, should, would, could, or similar variations.

While there is no assurance that any list of risks and uncertainties or risk factors is complete, below are certain factors which could cause actual results to differ materially from those contained or implied in the forward-looking statements: (1) worsening of credit quality performance due to a number of factors such as the underlying value of the collateral could prove less valuable than otherwise assumed and assumed cash flows may be worse than expected; (2) changes in economic conditions; (3) movements in interest rates; (4) competitive pressures on product pricing and services; (5) success, impact, and timing of our business strategies, including market acceptance of any new products or services introduced to implement our "Fair Play" banking philosophy; (6) changes in accounting policies and principles and the accuracy of our assumptions and estimates used to prepare our financial statements; (7) extended disruption of vital infrastructure; (8) the final outcome of significant litigation; (9) the nature, extent, and timing of governmental actions and reforms, including the Dodd-Frank Wall Street Reform and Consumer Protection Act, as well as future regulations which will be adopted by the relevant regulatory agencies, including the Consumer Financial Protection Bureau (CFPB), to implement the Act's provisions; and (10) the outcome of judicial and regulatory decisions regarding practices in the residential mortgage industry, including among other things the processes followed for foreclosing residential mortgages. Additional factors that could cause results to differ materially from those described above can be found in Huntington's 2010 Annual Report on Form 10-K, and documents subsequently filed by Huntington with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available at the time of the release. Huntington assumes no obligation to update any forward-looking statement.

## Basis of Presentation

## Use of Non-GAAP Financial Measures

This document may contain GAAP financial measures and non-GAAP financial measures where management believes it to be helpful in understanding Huntington's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in this document, the 2011 Third Quarter Earnings Press Release and Quarterly Financial Review, the 2011 third quarter earnings conference call slides, or the Form 8-K related to this document, all of which can be found on Huntington's website at www.huntington-ir.com.

## Significant Items

From time to time, revenue, expenses, or taxes are impacted by items judged by Management to be outside of ordinary banking activities and/or by items that, while they may be associated with ordinary banking activities, are so unusually large that their outsized impact is believed by Management at that time to be infrequent or short term in nature. We refer to such items as "Significant Items". Most often, these Significant Items result from factors originating outside the company - e.g., regulatory actions/assessments, windfall gains, changes in accounting principles, one-time tax assessments/refunds, litigation actions, etc. In other cases they may result from Management decisions associated with significant corporate actions out of the ordinary course of business - e.g., merger/restructuring charges, recapitalization actions, goodwill impairment, etc.

Even though certain revenue and expense items are naturally subject to more volatility than others due to changes in market and economic environment conditions, as a general rule volatility alone does not define a Significant Item. For example, changes in the provision for credit losses, gains/losses from investment activities, asset valuation write-downs, etc., reflect ordinary banking activities and are, therefore, typically excluded from consideration as a Significant Item.

Management believes the disclosure of "Significant Items" in current and prior period results aids analysts/investors in better understanding corporate performance and trends so that they can ascertain which of such items, if any, they may wish to include/exclude from their analysis of the company's performance - i.e., within the context of determining how that performance differed from their expectations, as well as how, if at all, to adjust their estimates of future performance accordingly. To this end, Management has adopted a practice of listing "Significant Items" in its external disclosure documents (e.g., earnings press releases, quarterly performance discussions, investor presentations, Forms 10-Q and 10K).
"Significant Items" for any particular period are not intended to be a complete list of items that may materially impact current or future period performance. A number of items could materially impact these periods, including those described in Huntington's 2010 Annual Report on Form 10-K and other factors described from time to time in Huntington's other filings with the Securities and Exchange Commission.

## Annualized data

Certain returns, yields, performance ratios, or quarterly growth rates are presented on an "annualized" basis. This is done for analytical and decision-making purposes to better discern underlying performance trends when compared to full year or year-over-year amounts. For example, loan and deposit growth rates, as well as net charge-off percentages, are most often expressed in terms of an annual rate like $8 \%$. As such, a $2 \%$ growth rate for a quarter would represent an annualized $8 \%$ growth rate.

## Fully-taxable equivalent interest income and net interest margin

Income from tax-exempt earning assets is increased by an amount equivalent to the taxes that would have been paid if this income had been taxable at statutory rates. This adjustment puts all earning assets, most notably tax-exempt municipal securities and certain lease assets, on a common basis that facilitates comparison of results to results of competitors.

## Earnings per share equivalent data

Significant income or expense items may be expressed on a per common share basis. This is done for analytical and decision-making purposes to better discern underlying trends in total corporate earnings per share performance excluding the impact of such items. Investors may also find this information helpful in their evaluation of the company's financial performance against published earnings per share mean estimate amounts, which typically exclude the impact of Significant Items. Earnings per share equivalents are usually calculated by applying a $35 \%$ effective tax rate to a pre-tax amount to derive an after-tax amount, which is divided by the average shares outstanding during the respective reporting period. Occasionally, when the item involves special tax treatment, the after-tax amount is disclosed separately, with this then being the amount used to calculate the earnings per share equivalent.

## Rounding

Please note that columns of data in this document may not add due to rounding.

## HUNTINGTON BANCSHARES INCORPORATED <br> Quarterly Financial Review September 2011 <br> Table of Contents

Quarterly Key Statistics ..... 1
Year to Date Key Statistics ..... 2
Key Statistics Footnotes ..... 3
Consolidated Balance Sheets ..... 4
Loans and Leases Composition ..... 5
Deposits Composition ..... 6
Consolidated Quarterly Average Balance Sheets ..... 7
Consolidated Quarterly Net Interest Margin Analysis ..... 8-9
Selected Quarterly Income Statement Data ..... 10-11
Quarterly Mortgage Banking Income ..... 12
Quarterly Credit Reserves Analysis ..... 13
Quarterly Net Charge-Off Analysis ..... 14
Quarterly Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs) ..... 15
Quarterly Accruing Past Due Loans and Leases and Accruing Troubled Debt Restructured Loans ..... 16
Quarterly Common Stock Summary, Capital, and Other Data ..... 17
Consolidated Year to Date Average Balance Sheets ..... 18
Consolidated Year to Date Net Interest Margin Analysis ..... 19-20
Selected Year to Date Income Statement Data ..... 21-22
Year to Date Mortgage Banking Income ..... 23
Year to Date Credit Reserves Analysis ..... 24
Year to Date Net Charge-Off Analysis ..... 25
Year to Date Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs) ..... 26
Year to Date Accruing Past Due Loans and Leases and Accruing Troubled Debt Restructured Loans ..... 27

## Notes:

The preparation of financial statement data in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect amounts reported. Actual results could differ from those estimates. Certain prior period amounts have been reclassified to conform to the current period's presentation.

## HUNTINGTON BANCSHARES INCORPORATED

## Quarterly Key Statistics( ${ }^{1)}$

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | 2011 |  |  |  | $\frac{2010}{\frac{\text { Third }}{}}$ |  | Percent Changes vs. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Third |  | Second |  |  | 2Q11 | 3Q10 |
| Net interest income | \$ | 406,478 | \$ | 403,337 | \$ | 409,962 | 1\% | (1)\% |
| Provision for credit losses |  | 43,586 |  | 35,797 |  | 119,160 | 22 | (63) |
| Noninterest income |  | 258,559 |  | 255,767 |  | 267,143 | 1 | (3) |
| Noninterest expense |  | 439,118 |  | 428,409 |  | 427,309 | 2 | 3 |
| Income before income taxes |  | 182,333 |  | 194,898 |  | 130,636 | (6) | 40 |
| Provision for income taxes |  | 38,942 |  | 48,980 |  | 29,690 | (20) | 31 |
| Net income | \$ | 143,391 | \$ | 145,918 | \$ | 100,946 | (2) \% | 42\% |
| Dividends on preferred shares |  | 7,703 |  | 7,704 |  | 29,495 | - | (74) |
| Net income applicable to common shares | \$ | 135,688 | \$ | 138,214 | \$ | 71,451 | (2)\% | 90\% |
| Net income per common share - diluted | \$ | 0.16 | \$ | 0.16 | \$ | 0.10 | -\% | 60\% |
| Cash dividends declared per common share |  | 0.04 |  | 0.01 |  | 0.01 | 300 | 300 |
| Book value per common share at end of period |  | 5.83 |  | 5.66 |  | 5.39 | 3 | 8 |
| Tangible book value per common share at end of period |  | 5.17 |  | 5.00 |  | 4.55 | 3 | 14 |
| Average common shares - basic |  | 863,911 |  | 863,358 |  | 716,911 | - | 21 |
| Average common shares - diluted(2) |  | 867,633 |  | 867,469 |  | 719,567 | - | 21 |
| Return on average assets |  | 1.05\% |  | 1.11\% |  | 0.76\% |  |  |
| Return on average common shareholders' equity |  | 10.8 |  | 11.6 |  | 7.4 |  |  |
| Return on average tangible common shareholders' equity(3) |  | 13.0 |  | 13.3 |  | 10.0 |  |  |
| Net interest margin(4) |  | 3.34 |  | 3.40 |  | 3.45 |  |  |
| Efficiency ratio(5) |  | 63.5 |  | 62.7 |  | 60.6 |  |  |
| Effective tax rate |  | 21.4 |  | 25.1 |  | 22.7 |  |  |
| Average loans and leases |  | 9,297,235 |  | 38,535,019 |  | 37,214,601 | 2 | 6 |
| Average loans and leases - linked quarter annualized growth rate |  | 7.9\% |  | 4.6\% |  | 1.4\% |  |  |
| Average earning assets |  | 8,777,430 |  | 48,017,199 |  | 47,511,255 | 2 | 3 |
| Average total assets |  | 4,192,913 |  | 52,769,511 |  | 52,716,881 | 3 | 3 |
| Average core deposits(6) |  | 3,957,440 |  | 39,106,550 |  | 38,009,764 | 2 | 5 |
| Average core deposits - linked quarter annualized growth rate |  | 8.7\% |  | (1.7)\% |  | 2.2\% |  |  |
| Average shareholders' equity | \$ | 5,332,493 | \$ | 5,144,771 | \$ | 5,519,638 | 4 | (3) |
| Total assets at end of period |  | 4,978,707 |  | 53,050,039 |  | 53,246,776 | 4 | 3 |
| Total shareholders' equity at end of period |  | 5,400,479 |  | 5,252,643 |  | 5,567,403 | 3 | (3) |
| Net charge-offs (NCOs) |  | 90,555 |  | 97,534 |  | 184,514 | (7) | (51) |
| NCOs as a \% of average loans and leases |  | 0.92\% |  | 1.01\% |  | 1.98\% |  |  |
| Nonaccrual loans and leases (NALs) | \$ | 565,003 | \$ | 614,225 | \$ | 981,780 | (8) | (42) |
| NAL ratio |  | 1.45\% |  | 1.57\% |  | 2.62\% |  |  |
| Nonperforming assets (NPAs) | \$ | 613,981 | \$ | 652,937 | \$ | 1,104,864 | (6) | (44) |
| NPA ratio |  | 1.57\% |  | 1.67\% |  | 2.94\% |  |  |
| Allowance for loan and lease losses (ALLL) as a \% of total loans and leases at the end of period |  | 2.61 |  | 2.74 |  | 3.56 |  |  |
| ALLL plus allowance for unfunded loan commitments and letters of credit (ACL) as a \% of total loans and leases at the end of period |  | 2.71 |  | 2.84 |  | 3.67 |  |  |
| ACL as a \% of NALs |  | 187 |  | 181 |  | 140 |  |  |
| ACL as a \% of NPAs |  | 172 |  | 170 |  | 125 |  |  |
| Tier 1 leverage ratio (7) |  | 10.24 |  | 10.25 |  | 10.54 |  |  |
| Tier 1 common risk-based capital ratio(7) |  | 10.17 |  | 9.92 |  | 7.39 |  |  |
| Tier 1 risk-based capital ratio (7) |  | 12.37 |  | 12.14 |  | 12.82 |  |  |
| Total risk-based capital ratio (7) |  | 15.11 |  | 14.89 |  | 15.08 |  |  |
| Tangible common equity / risk-weighted assets ratio 7 ) |  | 10.08 |  | 9.79 |  | 7.63 |  |  |
| Tangible equity / tangible assets ratio(8) |  | 8.88 |  | 8.91 |  | 9.43 |  |  |
| Tangible common equity / tangible assets ratio ${ }^{(1)}$ |  | 8.22 |  | 8.22 |  | 6.20 |  |  |

See Notes to the Year to Date and Quarterly Key Statistics.

## HUNTINGTON BANCSHARES INCORPORATED

Year to Date Key Statistics(1)
(Unaudited)

| (dollar amounts in thousands, except per share amounts) | Nine Months Ended September 30, |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | Percent |
| Net interest income | \$ | 1,214,145 | \$ | 1,203,511 | \$ | 10,634 | 1\% |
| Provision for credit losses |  | 128,768 |  | 547,574 |  | $(418,806)$ | (76) |
| Noninterest income |  | 751,271 |  | 777,638 |  | $(26,367)$ | (3) |
| Noninterest expense |  | 1,298,226 |  | 1,239,213 |  | 59,013 | 5 |
| Income before income taxes |  | 538,422 |  | 194,362 |  | 344,060 | 177 |
| Provision for income taxes |  | 122,667 |  | 4,915 |  | 117,752 | 2,396 |
| Net Income | \$ | 415,755 | \$ | 189,447 | \$ | 226,308 | 119\% |
| Dividends on preferred shares |  | 23,110 |  | 88,278 |  | $(65,168)$ | (74) |
| Net income applicable to common shares | \$ | 392,645 | \$ | 101,169 | \$ | 291,476 | 288\% |
| Net income per common share - diluted | \$ | 0.45 | \$ | 0.14 | \$ | 0.31 | 221\% |
| Cash dividends declared per common share |  | 0.06 |  | 0.03 |  | 0.03 | 100 |
| Average common shares - basic |  | 863,542 |  | 716,604 |  | 146,938 | 21 |
| Average common shares - diluted(2) |  | 867,446 |  | 719,182 |  | 148,264 | 21 |
| Return on average assets |  | 1.04\% |  | 0.49\% |  |  |  |
| Return on average common shareholders' equity |  | 10.9 |  | 3.6 |  |  |  |
| Return on average tangible common shareholders' equity(3) |  | 13.2 |  | 5.6 |  |  |  |
| Net interest margin(4) |  | 3.39 |  | 3.46 |  |  |  |
| Efficiency ratio(5) |  | 63.6 |  | 60.0 |  |  |  |
| Effective tax rate (benefit) |  | 22.8 |  | 2.5 |  |  |  |
| Average loans and leases | \$ | 38,647,550 | \$ | 37,095,295 | \$ | 1,552,255 | 4 |
| Average earning assets |  | 48,381,447 |  | 46,790,569 |  | 1,590,878 | 3 |
| Average total assets |  | 53,446,679 |  | 52,044,466 |  | 1,402,212 | 3 |
| Average core deposits(6) |  | 39,448,587 |  | 37,696,027 |  | 1,752,560 | 5 |
| Average shareholders' equity |  | 5,167,607 |  | 5,427,591 |  | $(259,985)$ | (5) |
| Net charge-offs (NCOs) |  | 353,172 |  | 702,223 |  | $(349,051)$ | (50) |
| NCOs as a \% of average loans and leases |  | 1.22\% |  | 2.52\% |  |  |  |

See Notes to the Year to Date and Quarterly Key Statistics.

## Notes to the Year to Date and Quarterly Key Statistics

(1) Comparisons for all presented periods are impacted by a number of factors. Refer to Significant Items.
(2) For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010 and January 2011, respectively.
(3) Net income excluding expense for amortization of intangibles for the period divided by average tangible shareholders' equity. Average tangible shareholders' equity equals average total shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(5) Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).
(6) Includes noninterest-bearing and interest-bearing demand deposits, money market deposits, savings and other domestic deposits, and core certificates of deposit.
(7) September 30, 2011, figures are estimated.
(8) Tangible equity (total equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(9) Tangible common equity (total common equity less goodwill and other intangible assets) divided by tangible assets (total assets less goodwill and other intangible assets). Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.

Huntington Bancshares Incorporated
Consolidated Balance Sheets

| (dollar amounts in thousands, except number of shares) | $\frac{2011}{\frac{\text { September 30, }}{\text { (Unaudited) }}}$ |  | 2010 |  |  |  | Change <br> September ' 11 vs ' 10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | December 31, |  | $\frac{\text { September 30, }}{\text { (Unaudited) }}$ |  | Amount |  | Percent |
| Assets |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 2,190,276 | \$ | 847,888 | \$ | 1,139,226 | \$ | 1,051,050 | 92\% |
| Interest-bearing deposits in banks |  | 105,454 |  | 135,038 |  | 274,240 |  | $(168,786)$ | (62) |
| Trading account securities |  | 85,711 |  | 185,404 |  | 138,677 |  | $(52,966)$ | (38) |
| Loans held for sale |  | 334,606 |  | 793,285 |  | 744,439 |  | $(409,833)$ | (55) |
| Available-for-sale and other securities |  | 8,713,530 |  | 9,895,244 |  | 9,723,558 |  | $(1,010,028)$ | (10) |
| Held-to-maturity securities |  | 658,250 |  | - - |  | 9,723, |  | 658,250 | 100 |
| Loans and leases(1) |  | 39,011,894 |  | 38,106,507 |  | 37,500,587 |  | 1,511,307 | 4 |
| Allowance for loan and lease losses |  | $(1,019,710)$ |  | (1,249,008) |  | $(1,336,352)$ |  | 316,642 | (24) |
| Net loans and leases |  | 37,992,184 |  | 36,857,499 |  | 36,164,235 |  | 1,827,949 | 5 |
| Bank owned life insurance |  | 1,494,251 |  | 1,458,224 |  | 1,450,335 |  | 43,916 | 3 |
| Premises and equipment |  | 543,324 |  | 491,602 |  | 489,349 |  | 53,975 | 11 |
| Goodwill |  | 444,268 |  | 444,268 |  | 444,268 |  | - | - |
| Other intangible assets |  | 188,477 |  | 228,620 |  | 243,666 |  | $(55,189)$ | (23) |
| Accrued income and other assets |  | 2,228,376 |  | 2,482,570 |  | 2,434,783 |  | $(206,407)$ | (8) |
| Total assets | \$ | 54,978,707 | \$ | 53,819,642 | \$ | 53,246,776 | \$ | 1,731,931 | 3\% |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Deposits(2) | \$ | 43,219,727 | \$ | 41,853,898 | \$ | 41,072,371 | \$ | 2,147,356 | 5\% |
| Short-term borrowings |  | 2,224,986 |  | 2,040,732 |  | 1,859,134 |  | 365,852 | 20 |
| Federal Home Loan Bank advances |  | 14,157 |  | 172,519 |  | 23,643 |  | $(9,486)$ | (40) |
| Other long-term debt |  | 1,421,518 |  | 2,144,092 |  | 2,393,071 |  | $(971,553)$ | (41) |
| Subordinated notes |  | 1,537,293 |  | 1,497,216 |  | 1,202,568 |  | 334,725 | 28 |
| Accrued expenses and other liabilities |  | 1,160,547 |  | 1,130,643 |  | 1,128,586 |  | 31,961 | 3 |
| Total liabilities |  | 49,578,228 |  | 48,839,100 |  | 47,679,373 |  | 1,898,855 | 4 |

Shareholder's equity
Preferred stock - authorized 6,617,808 shares-
$5.00 \%$ Series B Non-voting, Cumulative
Preferred Stock, par value of $\$ 0.01$ and liquidation value per share of $\$ 1,000$ liquidation value per share of $\$ 1,000$
$1,337,749 \quad(1,337,749)$
(100)

| $8.50 \%$ Series A Non-cumulative Perpetual |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Convertible Preferred Stock, par value and |  |  |  |  |  |  |
| liquidation value per share of $\$ 1,000$ |  |  |  |  |  |  |

## Huntington Bancshares Incorporated

Loans and Leases Composition

| (dollar amounts in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, <br> (Unaudited) |  | $\begin{gathered} \hline \text { June 30, } \\ \hline \text { (Unaudited) } \end{gathered}$ |  | March 31, (Unaudited) |  | December 31, |  | September 30, <br> (Unaudited) |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Commercial:(1) |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ 13,939 | 36\% | \$13,544 | 35\% | \$13,299 | 35\% | \$13,063 | 34\% | \$ 12,425 | 33\% |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction | 520 | 1 | 591 | 2 | 587 | 2 | 650 | 2 | 738 | 2 |
| Commercial | 5,414 | 14 | 5,573 | 14 | 5,711 | 15 | 6,001 | 16 | 6,174 | 16 |
| Commercial real estate | 5,934 | 15 | 6,164 | 16 | 6,298 | 17 | 6,651 | 18 | 6,912 | 18 |
| Total commercial | 19,873 | 51 | 19,708 | 51 | 19,597 | 52 | 19,714 | 52 | 19,337 | 51 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile | 5,558 | 14 | 6,190 | 16 | 5,802 | 15 | 5,614 | 15 | 5,385 | 14 |
| Home equity | 8,079 | 21 | 7,952 | 20 | 7,784 | 20 | 7,713 | 20 | 7,690 | 21 |
| Residential mortgage | 4,986 | 13 | 4,751 | 12 | 4,517 | 12 | 4,500 | 12 | 4,511 | 12 |
| Other consumer | 516 | 1 | 525 | 1 | 546 | 1 | 566 | 1 | 578 | 2 |
| Total consumer | 19,139 | 49 | 19,418 | 49 | 18,649 | 48 | 18,393 | 48 | 18,164 | 49 |
| Total loans and leases | \$ 39,012 | 100\% | $\stackrel{\text { \$39,126 }}{ }$ | $\underline{ }$ | \$38,246 | $\underline{ }$ 100\% | \$38,107 | $\underline{ }$ | \$37,501 | 100\% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$ 12,183 | 31\% | \$12,019 | 31\% | \$11,786 | 31\% | \$11,717 | 31\% | \$ 11,804 | 31\% |
| Regional and Commercial |  |  |  |  |  |  |  |  |  |  |
| Banking | 8,723 | 22 | 8,291 | 21 | 7,917 | 21 | 7,792 | 20 | 7,373 | 20 |
| AFCRE | 12,318 | 32 | 13,273 | 34 | 13,154 | 34 | 13,283 | 35 | 13,167 | 35 |
| WGH | 5,713 | 15 | 5,493 | 14 | 5,255 | 14 | 5,176 | 14 | 5,066 | 14 |
| Treasury / Other | 75 | - | 50 | - | 134 | - | 139 | - | 91 | - |
| Total loans and leases | \$ 39,012 | 100\% | $\stackrel{\text { \$39,126 }}{\underline{-}}$ | $\underline{ }$ | \$38,246 | $\underline{ }$ 100\% | \$38,107 | $\underline{ }$ | \$37,501 | 100\% |


|  | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third |  | Second |  | First |  | Fourth |  | Third |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$12,126 | 31\% | \$11,948 | 31\% | \$11,780 | 31\% | \$11,274 | 30\% | \$11,817 | 32\% |
| Regional and Commercial Banking | 8,495 | 22 | 8,069 | 21 | 7,824 | 21 | 7,657 | 20 | 7,419 | 20 |
| AFCRE | 13,101 | 33 | 13,145 | 34 | 13,208 | 35 | 13,299 | 35 | 13,085 | 35 |
| WGH | 5,522 | 14 | 5,297 | 14 | 5,192 | 13 | 5,050 | 14 | 4,894 | 13 |
| Treasury / Other | 53 | 二 | 76 | - | 94 | - | 520 | 1 | - | - |
| Total loans and leases | \$39,297 | 100\% | \$38,535 | 100\% | \$38,098 | 100\% | \$37,800 | 100\% | \$37,215 | 100\% |

(1) There were no commercial loans outstanding that would be considered a concentration of lending to a particular industry.

## Huntington Bancshares Incorporated

Deposits Composition

| (dollar amounts in millions) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, <br> (Unaudited) |  | June 30, |  | Marc |  | December 31, |  | September 30, |  |
| Ending Balances by Type: |  |  |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ 9,502 | 22\% | \$ 8,210 | 20\% | \$ 7,597 | 18\% | \$ 7,217 | 17\% | \$ 6,926 | 17\% |
| Demand deposits - interest-bearing | 5,763 | 13 | 5,642 | 14 | 5,532 | 13 | 5,469 | 13 | 5,347 | 13 |
| Money market deposits | 13,759 | 32 | 12,643 | 31 | 13,105 | 32 | 13,410 | 32 | 12,679 | 31 |
| Savings and other domestic deposits | 4,711 | 11 | 4,752 | 11 | 4,762 | 12 | 4,643 | 11 | 4,613 | 11 |
| Core certificates of deposit | 7,084 | 16 | 7,936 | 19 | 8,208 | 20 | 8,525 | 20 | 8,765 | 21 |
| Total core deposits | 40,819 | 94 | 39,183 | 95 | 39,204 | 95 | 39,264 | 93 | 38,330 | 93 |
| Other domestic deposits of $\$ 250,000$ or more | 421 | 1 | 436 | 1 | 531 | 1 | 675 | 2 | 730 | 2 |
| Brokered deposits and negotiable CDs | 1,535 | 4 | 1,486 | 4 | 1,253 | 3 | 1,532 | 4 | 1,576 | 4 |
| Deposits in foreign offices | 445 | 1 | 297 | - | 378 | 1 | 383 | 1 | 436 | 1 |
| Total deposits | \$ 43,220 | 100\% | \$41,402 | 100\% | \$41,366 | 100\% | \$41,854 | 100\% | \$41,072 | $\underline{ }$ 100\% |
| Total core deposits: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ 15,526 | 38\% | \$13,541 | 35\% | \$ 12,785 | 33\% | \$ 12,476 | 32\% | \$12,262 | 32\% |
| Consumer | 25,293 | 62 | 25,642 | 65 | 26,419 | 67 | 26,788 | 68 | 26,068 | 68 |
| Total core deposits | \$ 40,819 | 100\% | \$39,183 | 100\% | \$39,204 | 100\% | \$39,264 | 100\% | \$38,330 | 100\% |
| Ending Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$ 28,095 | 65\% | \$28,325 | 68\% | \$28,984 | 70\% | \$29,298 | 70\% | \$28,808 | 70\% |
| Regional and Commercial Banking | 4,173 | 10 | 3,539 | 9 | 3,589 | 9 | 3,538 | 8 | 3,245 | 8 |
| AFCRE | 817 | 2 | 819 | 2 | 804 | 2 | 753 | 2 | 739 | 2 |
| WGH | 9,013 | 21 | 7,708 | 19 | 7,363 | 17 | 7,449 | 18 | 7,184 | 17 |
| Treasury / Other(1) | 1,122 | 2 | 1,011 | 2 | 626 | 2 | 816 | 2 | 1,096 | 3 |
| Total deposits | $\underline{\text { \$4,220 }}$ | $\underline{100 \%}$ | \$41,402 | $\underline{ }$ | $\stackrel{\text { \$41,366 }}{ }$ | 100\% | \$41,854 | 100\% | \$41,072 | $\underline{ }$ |


|  | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third |  | Second |  | First |  | Fourth |  | Third |  |
| Average Balances by Business Segment: |  |  |  |  |  |  |  |  |  |  |
| Retail and Business Banking | \$ 28,290 | 67\% | \$28,780 | 70\% | \$29,139 | 70\% | \$29,241 | 70\% | \$28,874 | 71\% |
| Regional and Commercial Banking | 3,902 | 9 | 3,484 | 8 | 3,666 | 9 | 3,471 | 8 | 3,090 | 8 |
| AFCRE | 796 | 2 | 784 | 2 | 763 | 2 | 752 | 2 | 714 | 1 |
| WGH | 8,243 | 20 | 7,467 | 18 | 7,394 | 17 | 7,333 | 18 | 6,867 | 17 |
| Treasury / Other(1) | 1,047 | 2 | 739 | 2 | 702 | 2 | 907 | 2 | 1,101 | 3 |
| Total deposits | \$ 42,278 | 100\% | \$41,254 | 100\% | \$41,664 | 100\% | $\underline{\text { \$41,704 }}$ | 100\% | $\underline{\text { \$40,646 }}$ | 100\% |

(1) Comprised primarily of national market deposits.

Huntington Bancshares Incorporated
Consolidated Quarterly Average Balance Sheets
(Unaudited)

| (dollar amounts in millions) | 2011 |  |  | 2010 |  | $\begin{gathered} \text { Change } \\ 3 \mathrm{Q} 11 \text { vs 3Q10 } \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third | Second | First | Fourth | Third |  | mount | Percent |
| Assets |  |  |  |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ 164 | \$ 131 | \$ 130 | \$ 218 | \$ 282 | \$ | (118) | (42)\% |
| Trading account securities | 92 | 112 | 144 | 297 | 110 |  | (18) | (16) |
| Federal funds sold and securities purchased under resale agreements | - | 21 | - | - | - |  | - | - |
| Loans held for sale | 237 | 181 | 420 | 779 | 663 |  | (426) | (64) |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |  |
| Taxable | 7,902 | 8,428 | 9,108 | 9,747 | 8,876 |  | (974) | (11) |
| Tax-exempt | 421 | 436 | 445 | 449 | 365 |  | 56 | 15 |
| Total available-for-sale and other securities | 8,323 | 8,864 | 9,553 | 10,196 | 9,241 |  | (918) | (10) |
| Held-to-maturity securities - taxable | 665 | 174 | - | - | - |  | 665 | - |
| Loans and leases:(1) |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |
| Commercial and industrial | 13,664 | 13,370 | 13,121 | 12,767 | 12,393 |  | 1,271 | 10 |
| Commercial real estate: |  |  |  |  |  |  |  |  |
| Construction | 670 | 554 | 611 | 716 | 989 |  | (319) | (32) |
| Commercial | 5,441 | 5,679 | 5,913 | 6,082 | 6,084 |  | (643) | (11) |
| Commercial real estate | 6,111 | 6,233 | 6,524 | 6,798 | 7,073 |  | (962) | (14) |
| Total commercial | 19,775 | 19,603 | 19,645 | 19,565 | 19,466 |  | 309 | 2 |
| Consumer: |  |  |  |  |  |  |  |  |
| Automobile | 6,211 | 5,954 | 5,701 | 5,520 | 5,140 |  | 1,071 | 21 |
| Home equity | 8,002 | 7,874 | 7,728 | 7,709 | 7,567 |  | 435 | 6 |
| Residential mortgage | 4,788 | 4,566 | 4,465 | 4,430 | 4,389 |  | 399 | 9 |
| Other consumer | 521 | 538 | 559 | 576 | 653 |  | (132) | (20) |
| Total consumer | 19,522 | 18,932 | 18,453 | 18,235 | 17,749 |  | 1,773 | 10 |
| Total loans and leases | 39,297 | 38,535 | 38,098 | 37,800 | 37,215 |  | 2,082 | 6 |
| Allowance for loan and lease losses | $(1,066)$ | $(1,128)$ | (1,231) | $(1,323)$ | $(1,384)$ |  | 318 | (23) |
| Net loans and leases | 38,231 | 37,407 | 36,867 | 36,477 | 35,831 |  | 2,400 | 7 |
| Total earning assets | 48,778 | 48,018 | 48,345 | 49,290 | 47,511 |  | 1,267 | 3 |
| Cash and due from banks | 1,700 | 1,068 | 1,299 | 1,187 | 1,618 |  | 82 | 5 |
| Intangible assets | 639 | 652 | 665 | 679 | 695 |  | (56) | (8) |
| All other assets | 4,142 | 4,160 | 4,291 | 4,313 | 4,277 |  | (135) | (3) |
| Total assets | \$ 54,193 | \$ 52,770 | \$ 53,369 | \$ 54,146 | \$ 52,717 | \$ | 1,476 | 3\% |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ 8,719 | \$ 7,806 | \$ 7,333 | \$ 7,188 | \$ 6,768 | \$ | 1,951 | 29\% |
| Demand deposits - interest-bearing | 5,573 | 5,565 | 5,357 | 5,317 | 5,319 |  | 254 | 5 |
| Money market deposits | 13,321 | 12,879 | 13,492 | 13,158 | 12,336 |  | 985 | 8 |
| Savings and other domestic deposits | 4,752 | 4,778 | 4,701 | 4,640 | 4,639 |  | 113 | 2 |
| Core certificates of deposit | 7,592 | 8,079 | 8,391 | 8,646 | 8,948 |  | $(1,356)$ | (15) |
| Total core deposits | 39,957 | 39,107 | 39,274 | 38,949 | 38,010 |  | 1,947 | 5 |
| Other domestic deposits of $\$ 250,000$ or more | 387 | 467 | 606 | 737 | 690 |  | (303) | (44) |
| Brokered deposits and negotiable CDs | 1,533 | 1,333 | 1,410 | 1,575 | 1,495 |  | 38 | 3 |
| Deposits in foreign offices | 401 | 347 | 374 | 443 | 451 |  | (50) | (11) |
| Total deposits | 42,278 | 41,254 | 41,664 | 41,704 | 40,646 |  | 1,632 | 4 |
| Short-term borrowings | 2,251 | 2,112 | 2,134 | 2,134 | 1,739 |  | 512 | 29 |
| Federal Home Loan Bank advances | 285 | 97 | 30 | 112 | 188 |  | 97 | 52 |
| Subordinated notes and other long-term debt | 3,030 | 3,249 | 3,525 | 3,558 | 3,672 |  | (642) | (17) |
| Total interest-bearing liabilities | 39,125 | 38,906 | 40,020 | 40,320 | 39,477 |  | (352) | (1) |
| All other liabilities | 1,017 | 913 | 994 | 993 | 952 |  | 65 | 7 |
| Shareholders' equity | 5,332 | 5,145 | 5,022 | 5,645 | 5,520 |  | (188) | (3) |
| Total liabilities and shareholders' equity | \$ 54,193 | \$ 52,770 | \$ 53,369 | \$ 54,146 | \$ 52,717 | \$ | 1,476 | 3\% |

(1) Includes nonaccrual loans.

Huntington Bancshares Incorporated
Consolidated Quarterly Net Interest Margin - Interest Income / Expense
(Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third |  | Second |  | First |  | Fourth |  | Third |  |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits in banks | \$ | 17 | \$ | 73 | \$ | 37 | \$ | 343 | \$ | 151 |
| Trading account securities |  | 325 |  | 447 |  | 494 |  | 1,472 |  | 331 |
| Federal funds sold and securities purchased under resale agreements |  | - |  | 5 |  | - |  | - |  | - |
| Loans held for sale |  | 2,643 |  | 2,247 |  | 4,284 |  | 7,799 |  | 9,525 |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 47,946 |  | 54,603 |  | 57,652 |  | 59,025 |  | 61,438 |
| Tax-exempt |  | 4,392 |  | 4,385 |  | 5,237 |  | 5,150 |  | 4,285 |
| Total available-for-sale and other securities |  | 52,338 |  | 58,988 |  | 62,889 |  | 64,175 |  | 65,723 |
| Held-to-maturity securities - taxable |  | 5,059 |  | 1,287 |  | - |  | - |  | - |
| Loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial |  | 144,151 |  | 145,675 |  | 149,964 |  | 161,251 |  | 162,678 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction |  | 6,620 |  | 4,718 |  | 5,138 |  | 5,608 |  | 7,157 |
| Commercial |  | 54,429 |  | 55,947 |  | 58,096 |  | 60,963 |  | 60,821 |
| Commercial real estate |  | 61,049 |  | 60,665 |  | 63,234 |  | 66,571 |  | 67,978 |
| Total commercial |  | 205,200 |  | 206,340 |  | 213,198 |  | 227,822 |  | 230,656 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile |  | 76,488 |  | 75,110 |  | 73,330 |  | 75,951 |  | 75,005 |
| Home equity |  | 89,112 |  | 88,358 |  | 87,659 |  | 89,516 |  | 89,669 |
| Residential mortgage |  | 53,521 |  | 52,700 |  | 53,127 |  | 53,431 |  | 54,560 |
| Other consumer |  | 9,951 |  | 10,416 |  | 10,804 |  | 11,490 |  | 11,680 |
| Total consumer |  | 229,072 |  | 226,584 |  | 224,920 |  | 230,388 |  | 230,914 |
| Total loans and leases |  | 434,272 |  | 432,924 |  | 438,118 |  | 458,210 |  | 461,570 |
| Total earning assets | \$ | 494,654 | \$ | 495,971 | \$ | 505,822 | \$ | 531,999 | \$ | 537,300 |

Liabilities

| Deposits: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand deposits -noninterest-bearing | \$ |  | \$ | - | \$ | - | \$ | - | \$ | - |
| Demand deposits - interest- bearing |  | 1,458 |  | 1,240 |  | 1,217 |  | 1,770 |  | 2,255 |
| Money market deposits |  | 13,845 |  | 12,807 |  | 16,699 |  | 25,654 |  | 26,690 |
| Savings and other domestic deposits |  | 8,231 |  | 8,870 |  | 9,410 |  | 10,527 |  | 11,585 |
| Core certificates of deposit |  | 37,324 |  | 41,041 |  | 42,815 |  | 46,076 |  | 52,044 |
| Total core deposits |  | $\mathbf{6 0 , 8 5 8}$ |  | 63,958 |  | 70,141 |  | 84,027 |  | 92,574 |
| Other domestic deposits of $\$ 250,000$ or more |  | 906 |  | 1,171 |  | 1,620 |  | 2,244 |  | 2,225 |
| Brokered deposits and negotiable CDs |  | 2,963 |  | 2,948 |  | 3,850 |  | 6,082 |  | 8,334 |
| Deposits in foreign offices |  | 258 |  | 227 |  | 185 |  | 194 |  | 247 |
| Total deposits |  | 64,985 |  | 68,304 |  | 75,796 |  | 92,547 |  | 103,380 |
| Short-term borrowings |  | 931 |  | 856 |  | 949 |  | 1,071 |  | 945 |
| Federal Home Loan Bank advances |  | 233 |  | 215 |  | 220 |  | 272 |  | 602 |
| Subordinated notes and other longterm debt |  | 18,369 |  | 19,425 |  | 20,582 |  | 19,107 |  | 19,780 |
| Total interest bearing liabilities |  | 84,518 |  | 88,800 |  | 97,547 |  | 112,997 |  | 124,707 |
| Net interest income | \$ | 410,136 | \$ | 407,171 | \$ | 408,275 | \$ | 419,002 | \$ | 412,593 |

Huntington Bancshares Incorporated
Consolidated Quarterly Net Interest Margin Analysis
(Unaudited)

| Fully-taxable equivalent basis(1) | 2011 |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third | Second | First | Fourth | Third |
| Assets |  |  |  |  |  |
| Interest-bearing deposits in banks | 0.04\% | 0.22\% | 0.11\% | 0.63\% | 0.21\% |
| Trading account securities | 1.41 | 1.59 | 1.37 | 1.98 | 1.20 |
| Federal funds sold and securities <br> purchased under resale <br> agreements |  |  |  |  |  |
| Loans held for sale | 4.46 | 4.97 | 4.08 | 4.01 | 5.75 |
| Available-for-sale and other securities: |  |  |  |  |  |
| Taxable | 2.43 | 2.59 | 2.53 | 2.42 | 2.77 |
| Tax-exempt | 4.17 | 4.02 | 4.70 | 4.59 | 4.70 |
| Total available-for-sale and other securities | 2.52 | 2.66 | 2.63 | 2.52 | 2.84 |
| Held-to-maturity securities taxable | 3.04 | 2.96 | - | - | - |
| Loans and leases:(2)(3) |  |  |  |  |  |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 4.13 | 4.31 | 4.57 | 4.94 | 5.14 |
| Commercial real estate: |  |  |  |  |  |
| Construction | 3.87 | 3.37 | 3.36 | 3.07 | 2.83 |
| Commercial | 3.91 | 3.90 | 3.93 | 3.92 | 3.91 |
| Commercial real estate | 3.91 | 3.84 | 3.88 | 3.83 | 3.76 |
| Total commercial | 4.06 | 4.16 | 4.34 | 4.56 | 4.64 |
| Consumer: |  |  |  |  |  |
| Automobile | 4.89 | 5.06 | 5.22 | 5.46 | 5.79 |
| Home equity | 4.45 | 4.49 | 4.54 | 4.64 | 4.74 |
| Residential mortgage | 4.47 | 4.62 | 4.76 | 4.82 | 4.97 |
| Other consumer | 7.57 | 7.76 | 7.85 | 7.92 | 7.10 |
| Total consumer | 4.68 | 4.79 | 4.90 | 5.04 | 5.19 |
| Total loans and leases | 4.37 | 4.47 | 4.61 | 4.79 | 4.90 |
| Total earning assets | 4.02\% | 4.14\% | 4.24\% | 4.29 $\%$ | 4.49 \% |
|  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |
| Deposits: |  |  |  |  |  |
| Demand deposits -noninterest-bearing | -\% | -\% | -\% | -\% | -\% |
| Demand deposits - interestbearing | 0.10 | 0.09 | 0.09 | 0.13 | 0.17 |
| Money market deposits | 0.41 | 0.40 | 0.50 | 0.77 | 0.86 |
| Savings and other domestic deposits | 0.69 | 0.74 | 0.81 | 0.90 | 0.99 |
| Core certificates of deposit | 1.95 | 2.04 | 2.07 | 2.11 | 2.31 |
| Total core deposits | 0.77 | 0.82 | 0.89 | 1.05 | 1.18 |
| Other domestic deposits of $\$ 250,000$ or more | 0.93 | 1.01 | 1.08 | 1.21 | 1.28 |
| Brokered deposits and negotiable |  |  |  |  |  |
| Deposits in foreign offices | 0.26 | 0.26 | 0.20 | 0.17 | 0.22 |
| Total deposits | 0.77 | 0.82 | 0.90 | 1.06 | 1.21 |
| Short-term borrowings | 0.16 | 0.16 | 0.18 | 0.20 | 0.22 |
| Federal Home Loan Bank advances | 0.32 | 0.88 | 2.98 | 0.95 | 1.25 |
| Subordinated notes and other longterm debt | 2.43 | 2.39 | 2.34 | 2.15 | 2.15 |
| Total interest-bearing liabilities | 0.86 | 0.91 | 0.99 | 1.11 | 1.25 |
| Net interest rate spread | 3.11 | 3.19 | 3.21 | 3.16 | 3.24 |
| Impact of noninterest-bearing funds on margin | 0.23 | 0.21 | 0.21 | 0.21 | 0.21 |
| Net interest margin | 3.34\% | 3.40\% | 3.42\% | 3.37\% | 3.45\% |

## Commercial Loan Derivative Impact

(Unaudited)

| Fully-taxable equivalent basis(1) | 2011 |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third | Second | First | Fourth | Third |
| Commercial loans(2)(3) | 3.79\% | 3.83\% | 3.84\% | 3.96\% | 3.97\% |
| Impact of commercial loan derivatives | 0.27 | 0.33 | 0.50 | 0.60 | 0.67 |
| Total commercial - as reported | 4.06\% | 4.16\% | 4.34\% | 4.56\% | 4.64\% |
| Average 30 day LIBOR | 0.21\% | 0.20\% | 0.26\% | 0.26\% | 0.29\% |

[^1](2) Loan, lease, and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
(3) Includes the impact of nonaccrual loans.

## Huntington Bancshares Incorporated

Selected Quarterly Income Statement Data(1)
(Unaudited)

| (dollar amounts in thousands, except per share amounts) | 2011 |  |  |  |  |  | 2010 |  |  |  | 3 Q 11 vs 3Q10 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third |  | Second |  | First |  | Fourth |  | Third |  | Amount |  | Percent |
| Interest income | \$ | 490,996 | \$ | 492,137 | \$ | 501,877 |  | 528,291 | \$ | 534,669 |  | $(48,732)$ | (9)\% |
| Interest expense |  | 84,518 |  | 88,800 |  | 97,547 |  | 112,997 |  | 124,707 |  | $(40,189)$ | (32) |
| Net interest income |  | 406,478 |  | 403,337 |  | 404,330 |  | 415,294 |  | 409,962 |  | $(3,484)$ | (1) |
| Provision for credit losses |  | 43,586 |  | 35,797 |  | 49,385 |  | 86,973 |  | 119,160 |  | $(75,574)$ | (63) |
| Net interest income after provision for credit losses |  | 362,892 |  | 367,540 |  | 354,945 |  | 328,321 |  | 290,802 |  | 72,090 | 25 |
| Service charges on deposit accounts |  | 65,184 |  | 60,675 |  | 54,324 |  | 55,810 |  | 65,932 |  | (748) | (1) |
| Mortgage banking income |  | 12,791 |  | 23,835 |  | 22,684 |  | 53,169 |  | 52,045 |  | $(39,254)$ | (75) |
| Trust services |  | 29,473 |  | 30,392 |  | 30,742 |  | 29,394 |  | 26,997 |  | 2,476 | 9 |
| Electronic banking |  | 32,714 |  | 31,728 |  | 28,786 |  | 28,900 |  | 28,090 |  | 4,624 | 16 |
| Insurance income |  | 17,220 |  | 16,399 |  | 17,945 |  | 19,678 |  | 19,801 |  | $(2,581)$ | (13) |
| Brokerage income |  | 20,349 |  | 20,819 |  | 20,511 |  | 16,953 |  | 16,575 |  | 3,774 | 23 |
| Bank owned life insurance income |  | 15,644 |  | 17,602 |  | 14,819 |  | 16,113 |  | 14,091 |  | 1,553 | 11 |
| Automobile operating lease income |  | 5,890 |  | 7,307 |  | 8,847 |  | 10,463 |  | 11,356 |  | $(5,466)$ | (48) |
| Securities gains (losses) |  | $(1,350)$ |  | 1,507 |  | 40 |  | (103) |  | (296) |  | $(1,054)$ | 356 |
| Other income |  | $\mathbf{6 0 , 6 4 4}$ |  | 45,503 |  | 38,247 |  | 33,843 |  | 32,552 |  | 28,092 | 86 |
| Total noninterest income |  | 258,559 |  | 255,767 |  | 236,945 |  | 264,220 |  | 267,143 |  | $(8,584)$ | (3) |
| Personnel costs |  | 226,835 |  | 218,570 |  | 219,028 |  | 212,184 |  | 208,272 |  | 18,563 | 9 |
| Outside data processing and other services |  | 49,602 |  | 43,889 |  | 40,282 |  | 40,943 |  | 38,553 |  | 11,049 | 29 |
| Net occupancy |  | 26,967 |  | 26,885 |  | 28,436 |  | 26,670 |  | 26,718 |  | 249 | 1 |
| Deposit and other insurance expense |  | 17,492 |  | 23,823 |  | 17,896 |  | 23,320 |  | 23,406 |  | $(5,914)$ | (25) |
| Professional services |  | 20,281 |  | 20,080 |  | 13,465 |  | 21,021 |  | 20,672 |  | (391) | (2) |
| Equipment |  | 22,262 |  | 21,921 |  | 22,477 |  | 22,060 |  | 21,651 |  | 611 | 3 |
| Marketing |  | 22,251 |  | 20,102 |  | 16,895 |  | 16,168 |  | 20,921 |  | 1,330 | 6 |
| Amortization of intangibles |  | 13,387 |  | 13,386 |  | 13,370 |  | 15,046 |  | 15,145 |  | $(1,758)$ | (12) |
| OREO and foreclosure expense |  | 4,668 |  | 4,398 |  | 3,931 |  | 10,502 |  | 12,047 |  | $(7,379)$ | (61) |
| Automobile operating lease expense |  | 4,386 |  | 5,434 |  | 6,836 |  | 8,142 |  | 9,159 |  | $(4,773)$ | (52) |
| Other expense |  | 30,987 |  | 29,921 |  | 48,083 |  | 38,537 |  | 30,765 |  | 222 | 1 |
| Total noninterest expense |  | 439,118 |  | 428,409 |  | 430,699 |  | 434,593 |  | 427,309 |  | 11,809 | 3 |
| Income before income taxes |  | 182,333 |  | 194,898 |  | 161,191 |  | 157,948 |  | 130,636 |  | 51,697 | 40 |
| Provision for income taxes |  | 38,942 |  | 48,980 |  | 34,745 |  | 35,048 |  | 29,690 |  | 9,252 | 31 |
| Net income | \$ | 143,391 | \$ | 145,918 | \$ | 126,446 |  | 122,900 | \$ | 100,946 |  | 42,445 | 42\% |
| Dividends on preferred shares |  | 7,703 |  | 7,704 |  | 7,703 |  | 83,754 |  | 29,495 |  | $(21,792)$ | (74) |
| Net income applicable to common shares | \$ | 135,688 | \$ | $\underline{138,214}$ | \$ | 118,743 |  | 39,146 | \$ | 71,451 | \$ | 6 64,237 | 90\% |
| Average common shares - basic |  | 863,911 |  | 863,358 |  | 863,359 |  | 757,924 |  | 716,911 |  | 147,000 | 21\% |
| Average common shares - diluted(2) |  | 867,633 |  | 867,469 |  | 867,237 |  | 760,582 |  | 719,567 |  | 148,066 | 21 |


| Per common share |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income - basic | \$ | 0.16 | \$ | 0.16 | \$ | 0.14 | \$ | 0.05 | \$ | 0.10 | \$ | 0.06 | 60\% |
| Net income - diluted |  | 0.16 |  | 0.16 |  | 0.14 |  | 0.05 |  | 0.10 |  | 0.06 | 60 |
| Cash dividends declared |  | 0.04 |  | 0.01 |  | 0.01 |  | 0.01 |  | 0.01 |  | 0.03 | 300 |
| Return on average total assets |  | 1.05\% |  | 1.11\% |  | 0.96\% |  | 0.90\% |  | 0.76\% |  | 0.29 | 38\% |
| Return on average common shareholders' equity |  | 10.8 |  | 11.6 |  | 10.3 |  | 3.8 |  | 7.4 |  | 3.4 | 46 |
| Return on average tangible common shareholders' equity(3) |  | 13.0 |  | 13.3 |  | 12.7 |  | 5.6 |  | 10.0 |  | 3.0 | 30 |
| Net interest margin(4) |  | 3.34 |  | 3.40 |  | 3.42 |  | 3.37 |  | 3.45 |  | (0.11) | (3) |
| Efficiency ratio(5) |  | 63.5 |  | 62.7 |  | 64.7 |  | 61.4 |  | 60.6 |  | 2.9 | 5 |
| Effective tax rate |  | 21.4 |  | 25.1 |  | 21.6 |  | 22.2 |  | 22.7 |  | (1.3) | (6) |


| Revenue - fully-taxable equivalent (FTE) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 406,478 | \$ | 403,337 | \$ | 404,330 | \$ | 415,294 | \$ | 409,962 | \$ | $(3,484)$ | (1)\% |
| FTE adjustment |  | 3,658 |  | 3,834 |  | 3,945 |  | 3,708 |  | 2,631 |  | 1,027 | 39 |
| Net interest income(4) |  | 410,136 |  | 407,171 |  | 408,275 |  | 419,002 |  | 412,593 |  | $(2,457)$ | (1) |
| Noninterest income |  | 258,559 |  | 255,767 |  | 236,945 |  | 264,220 |  | 267,143 |  | $(8,584)$ | (3) |
| Total revenue(4) | \$ | 668,695 | \$ | 662,938 | \$ | 645,220 | \$ | 683,222 | \$ | 679,736 | \$ | $(11,041)$ | (2) $\%$ |

(1) Comparisons for presented periods are impacted by a number of factors. Refer to Significant Items.
(2) For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010 and January 2011, respectively.
(3) Net income excluding expense for amortization of intangibles for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(5) Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).

## Huntington Bancshares Incorporated

Quarterly Mortgage Banking Income
(Unaudited)

| (dollar amounts in thousands, except as noted) | 2011 |  |  | 2010 |  | 3Q11 vs 3Q10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third | Second | First | Fourth | Third | Amount | Percent |
| Mortgage banking income |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ 15,648 | \$ 11,522 | \$ 19,799 | \$ 48,236 | \$ 35,840 | \$ 20,192$)$ | (56)\% |
| Servicing fees | 12,140 | 12,417 | 12,546 | 11,474 | 12,053 | 87 | 1 |
| Amortization of capitalized servicing | $(9,641)$ | $(9,052)$ | $(9,863)$ | $(13,960)$ | $(13,003)$ | 3,362 | (26) |
| Other mortgage banking income | 3,826 | 4,259 | 3,769 | 4,789 | 4,966 | $(1,140)$ | (23) |
| Subtotal | 21,973 | 19,146 | 26,251 | 50,539 | 39,856 | $(17,883)$ | (45) |
| MSR valuation adjustment(1) | $(39,394)$ | $(8,292)$ | 774 | 31,319 | $(12,047)$ | $(27,347)$ | 227 |
| Net trading gains (losses) related to MSR hedging | 30,212 | 12,981 | $(4,341)$ | $(28,689)$ | 24,236 | 5,976 | 25 |
| Total mortgage banking income | \$ 12,791 | \$ 23,835 | \$ 22,684 | \$ 53,169 | \$ 52,045 | \$(39,254) | (75) $\%$ |
| Mortgage originations (in millions) | \$ 953 | \$ 916 | \$ 929 | \$ 1,827 | \$ 1,619 | \$ (666) | (41)\% |
| Average trading account securities used to hedge MSRs (in millions) | 7 | 22 | 46 | 184 | 23 | (16) | (70) |
| Capitalized mortgage servicing rights( ${ }^{(2)}$ | 145,277 | 189,740 | 202,559 | 196,194 | 161,594 | $(16,317)$ | (10) |
| Total mortgages serviced for others (in millions)(2) | 16,061 | 16,315 | 16,456 | 15,933 | 15,713 | 348 | 2 |
| MSR \% of investor servicing portfolio(2) | 0.90\% | 1.16\% | 1.23\% | 1.23\% | 1.03\% | (0.13) $\%$ | $(1,262)$ |
| Net impact of MSR hedging |  |  |  |  |  |  |  |
| MSR valuation adjustment(1) | \$(39,394) | \$ (8,292) | \$ 774 | \$ 31,319 | \$ $(12,047)$ | \$ $(27,347)$ | 227\% |
| Net trading gains (losses) related to MSR hedging | 30,212 | 12,981 | $(4,341)$ | $(28,689)$ | 24,236 | 5,976 | 25 |
| Net interest income related to MSR hedging | 17 | 84 | 99 | 713 | 32 | (15) | (47) |
| Net gain (loss) of MSR hedging | $\underline{\text { (9,165) }}$ | \$ 4,773 | \$ (3,468) | \$ 3,343 | \$ 12,221 | $\underline{\text { \$(21,386) }}$ | (175) \% |

(1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.
(2) At period end.

## Huntington Bancshares Incorporated

Quarterly Credit Reserves Analysis
(Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third |  | Second |  | First |  | Fourth |  | Third |  |
| Allowance for loan and lease losses, beginning of period | \$ | 1,071,126 | \$ | 1,133,226 | \$ | 1,249,008 | \$ | 1,336,352 |  | 1,402,160 |
| Loan and lease losses |  | $(115,899)$ |  | $(128,701)$ |  | $(199,007)$ |  | $(205,587)$ |  | $(221,144)$ |
| Recoveries of loans previously charged off |  | 25,344 |  | 31,167 |  | 33,924 |  | 33,336 |  | 36,630 |
| Net loan and lease losses |  | $(90,555)$ |  | $(97,534)$ |  | $(165,083)$ |  | $(172,251)$ |  | $(184,514)$ |
| Provision for loan and lease losses |  | 45,867 |  | 36,948 |  | 49,301 |  | 84,907 |  | 118,788 |
| Allowance of assets sold |  | $(6,728)$ |  | $(1,514)$ |  | - |  | - |  | (82) |
| Allowance for loan and lease losses, end of period | \$ | $\underline{1,019,710}$ | \$ | 1,071,126 | \$ | 1,133,226 | \$ | 1,249,008 | \$ | 1,336,352 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ | 41,060 | \$ | 42,211 | \$ | 42,127 | \$ | 40,061 | \$ | 39,689 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses |  | $(2,281)$ |  | $(1,151)$ |  | 84 |  | 2,066 |  | 372 |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ | 38,779 | \$ | 41,060 | \$ | 42,211 | \$ | 42,127 | \$ | 40,061 |
| Total allowance for credit losses, end of period | \$ | 1,058,489 | \$ | 1,112,186 | \$ | 1,175,437 | \$ | 1,291,135 | \$ | 1,376,413 |
| Allowance for loan and lease losses (ALLL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.61\% |  | 2.74\% |  | 2.96\% |  | 3.28\% |  | 3.56\% |
| Nonaccrual loans and leases (NALs) |  | 180 |  | 174 |  | 178 |  | 161 |  | 136 |
| Nonperforming assets (NPAs) |  | 166 |  | 164 |  | 164 |  | 148 |  | 121 |
| Total allowance for credit losses (ACL) as \% of: |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 2.71\% |  | 2.84\% |  | 3.07\% |  | 3.39\% |  | 3.67\% |
| Nonaccrual loans and leases |  | 187 |  | 181 |  | 185 |  | 166 |  | 140 |
| Nonperforming assets |  | 172 |  | 170 |  | 170 |  | 153 |  | 125 |

## Huntington Bancshares Incorporated

## Quarterly Net Charge-Off Analysis

(Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third |  | Second |  | First |  | Fourth |  | Third |  |
| Net charge-offs by loan and lease type: |  |  |  |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | 17,891 | \$ | 18,704 | \$ | 42,191 | \$ | 59,124 | \$ | 62,241 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| Construction |  | 1,450 |  | 4,145 |  | 28,400 |  | 11,084 |  | 17,936 |
| Commercial |  | 22,990 |  | 23,450 |  | 39,283 |  | 33,787 |  | 45,725 |
| Commercial real estate |  | 24,440 |  | 27,595 |  | 67,683 |  | 44,871 |  | 63,661 |
| Total commercial |  | 42,331 |  | 46,299 |  | 109,874 |  | 103,995 |  | 125,902 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Automobile |  | 3,863 |  | 2,255 |  | 4,712 |  | 7,035 |  | 5,570 |
| Home equity |  | 26,222 |  | 25,441 |  | 26,715 |  | 29,175 |  | 27,827 |
| Residential mortgage(1) |  | 11,562 |  | 16,455 |  | 18,932 |  | 26,775 |  | 18,961 |
| Other consumer |  | 6,577 |  | 7,084 |  | 4,850 |  | 5,271 |  | 6,254 |
| Total consumer |  | 48,224 |  | 51,235 |  | 55,209 |  | 68,256 |  | 58,612 |
| Total net charge-offs | \$ | 90,555 | \$ | 97,534 | \$ | 165,083 | \$ | 172,251 | \$ | 184,514 |


| Net charge-offs - annualized percentages: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial: |  |  |  |  |  |
| Commercial and industrial | 0.52\% | 0.56\% | 1.29\% | 1.85\% | 2.01\% |
| Commercial real estate: |  |  |  |  |  |
| Construction | 0.87 | 2.99 | 18.59 | 6.19 | 7.25 |
| Commercial | 1.69 | 1.65 | 2.66 | 2.22 | 3.01 |
| Commercial real estate | 1.60 | 1.77 | 4.15 | 2.64 | 3.60 |
| Total commercial | 0.86 | 0.94 | 2.24 | 2.13 | 2.59 |
| Consumer: |  |  |  |  |  |
| Automobile | 0.25 | 0.15 | 0.33 | 0.51 | 0.43 |
| Home equity | 1.31 | 1.29 | 1.38 | 1.51 | 1.47 |
| Residential mortgage(1) | 0.97 | 1.44 | 1.70 | 2.42 | 1.73 |
| Other consumer | 5.05 | 5.27 | 3.47 | 3.66 | 3.83 |
| Total consumer | 0.99 | 1.08 | 1.20 | 1.50 | 1.32 |
| Net charge-offs as a \% of average loans | 0.92\% | 1.01\% | 1.73\% | 1.82\% | 1.98\% |

(1) The 2010 fourth quarter included net charge-offs of $\$ 16,389$ thousand related to the sale of certain underperforming residential
mortgage loans.

## Huntington Bancshares Incorporated

Quarterly Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)
(Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, |  |  | June 30, |  | March 31, |  | December 31, |  | September 30, |  |
| Nonaccrual loans and leases (NALs): |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ |  | 209,632 | \$ | 229,327 | \$ | 260,397 | \$ | 346,720 | \$ | 398,353 |
| Commercial real estate |  |  | 257,086 |  | 291,500 |  | 305,793 |  | 363,692 |  | 478,754 |
| Residential mortgage |  |  | 61,129 |  | 59,853 |  | 44,812 |  | 45,010 |  | 82,984 |
| Home equity |  |  | 37,156 |  | 33,545 |  | 25,255 |  | 22,526 |  | 21,689 |
| Total nonaccrual loans and leases |  |  | 565,003 |  | 614,225 |  | 636,257 |  | 777,948 |  | 981,780 |
| Other real estate, net: |  |  |  |  |  |  |  |  |  |  |  |
| Residential |  |  | 18,588 |  | 20,803 |  | 28,668 |  | 31,649 |  | 65,775 |
| Commercial |  |  | 19,418 |  | 17,909 |  | 25,961 |  | 35,155 |  | 57,309 |
| Total other real estate, net |  |  | 38,006 |  | 38,712 |  | 54,629 |  | 66,804 |  | 123,084 |
| Other NPAs (1) |  |  | 10,972 |  | - |  | - |  | - |  | - |
| Total nonperforming assets | \$ |  | 613,981 | \$ | 652,937 | \$ | 690,886 | \$ | 844,752 | \$ | 1,104,864 |
| Nonperforming Franklin assets: |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ |  | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Home Equity |  |  | - |  | - |  | - |  | - |  | - |
| OREO |  |  | 534 |  | 883 |  | 5,971 |  | 9,477 |  | 15,330 |
| Impaired loans held for sale |  |  | - |  | - |  | - |  | - |  | - |
| Total nonperforming Franklin assets | \$ |  | 534 | \$ | 883 | \$ | 5,971 | \$ | 9,477 | \$ | 15,330 |
| Nonaccrual loans and leases as a \% of total loans and leases |  |  | 1.45\% |  | 1.57\% |  | 1.66\% |  | 2.04\% |  | 2.62\% |
| NPA ratio(2) |  |  | 1.57 |  | 1.67 |  | 1.80 |  | 2.21 |  | 2.94 |
|  | 2011 |  |  |  |  |  |  | 2010 |  |  |  |
|  |  |  | Third |  | Second |  | First |  | Fourth |  | Third |
| Nonperforming assets, beginning of period |  | \$ | 652,937 | \$ | 690,886 | \$ | 844,752 | \$ | 1,104,864 | \$ | 1,582,702 |
| New nonperforming assets |  |  | 153,626 |  | 210,255 |  | 192,044 |  | 237,802 |  | 278,388 |
| Franklin impact, net |  |  | (349) |  | $(5,088)$ |  | $(3,506)$ |  | $(5,853)$ |  | $(251,412)$ |
| Returns to accruing status |  |  | $(25,794)$ |  | $(68,429)$ |  | $(70,886)$ |  | $(100,051)$ |  | $(111,168)$ |
| Loan and lease losses |  |  | $(79,992)$ |  | $(74,945)$ |  | $(128,730)$ |  | $(126,047)$ |  | $(151,013)$ |
| OREO losses (gains) |  |  | (242) |  | 388 |  | 1,492 |  | $(5,117)$ |  | $(5,302)$ |
| Payments |  |  | $(76,510)$ |  | $(73,009)$ |  | $(87,041)$ |  | $(191,296)$ |  | $(210,612)$ |
| Sales |  |  | $(9,695)$ |  | $(27,121)$ |  | $(57,239)$ |  | $(69,550)$ |  | $(26,719)$ |
| Nonperforming assets, end of period |  | \$ | 613,981 | \$ | 652,937 | \$ | 690,886 | \$ | 844,752 | \$ | 1,104,864 |

(1) Other nonperforming assets represent an investment security backed by a municipal bond.
(2) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.

Huntington Bancshares Incorporated
Quarterly Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans
(Unaudited)

| (dollar amounts in thousands) | 2011 |  |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, |  | June 30, |  | March 31, |  | December 31, |  | September 30, |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |  |  |  |  |  |  |
| Commercial and industrial | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) |  | 32,850 |  | 33,975 |  | 41,858 |  | 53,983 |  | 56,803 |
| Home equity |  | 20,420 |  | 17,451 |  | 24,130 |  | 23,497 |  | 27,160 |
| Other consumer |  | 7,755 |  | 6,227 |  | 7,578 |  | 10,177 |  | 11,423 |
| Total, excl. loans guaranteed by the U.S. Government |  | 61,025 |  | 57,653 |  | 73,566 |  | 87,657 |  | 95,386 |
| Add: loans guaranteed by U.S. Government |  | 84,413 |  | 76,979 |  | 94,440 |  | 98,288 |  | 94,249 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$ | 145,438 | \$ | 134,632 | \$ | 168,006 | \$ | 185,945 | \$ | $\underline{189,635}$ |
| Ratios: |  |  |  |  |  |  |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.16\% |  | 0.15\% |  | 0.19\% |  | 0.23\% |  | 0.25\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases |  | 0.21\% |  | 0.19\% |  | 0.25 |  | 0.26 |  | 0.26 |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.37\% |  | 0.34\% |  | 0.44 |  | 0.49 |  | 0.51 |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 321,598 | \$ | 240,126 | \$ | 206,462 | \$ | 222,632 | \$ | 157,971 |
| Residential mortgage |  | 304,365 |  | 313,772 |  | 333,492 |  | 328,411 |  | 304,356 |
| Other consumer (1) |  | 89,596 |  | 75,036 |  | 78,488 |  | 76,586 |  | 73,210 |
| Total accruing troubled debt restructured loans | \$ | 715,559 | \$ | 628,934 | \$ | 618,442 | \$ | $\underline{627,629}$ | \$ | 535,537 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ | 74,264 | \$ | 77,745 | \$ | 37,858 | \$ | 33,462 | \$ | 33,236 |
| Residential mortgage |  | 20,877 |  | 14,378 |  | 8,523 |  | 5,789 |  | 10,581 |
| Other consumer (1) |  | 279 |  | 140 |  | 14 |  | - |  | - |
| Total nonaccruing troubled debt restructured loans | \$ | 95,420 | \$ | 92,263 | \$ | 46,395 | \$ | 39,251 | \$ | 43,817 |

(1) Includes home equity, automobile, and other consumer loans.

## Huntington Bancshares Incorporated

Quarterly Common Stock Summary, Capital, and Other Data

## (Unaudited)

## Quarterly common stock summary

| (dollar amounts in thousands, except per share amounts) |  |  | 2011 |  |  |  |  | 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Third | Second |  | First |  | Fourth |  | Third |  |
| Common stock price, per share |  |  |  |  |  |  |  |  |  |  |  |
| High(1) |  | \$ | 6.74 | 0 \$ | 6.920 | \$ | 7.700 | \$ | 7.000 | \$ | 6.450 |
| Low(1) |  |  | 4.46 |  | 6.000 |  | 6.380 |  | 5.430 |  | 5.040 |
| Close |  |  | 4.80 |  | 6.560 |  | 6.640 |  | 6.870 |  | 5.690 |
| Average closing price |  |  | 5.37 |  | 6.506 |  | 6.981 |  | 6.050 |  | 5.787 |
| Dividends, per share |  |  |  |  |  |  |  |  |  |  |  |
| Cash dividends declared per common sha |  | \$ | 0.0 | 4 \$ | 0.01 | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 |
| Common shares outstanding |  |  |  |  |  |  |  |  |  |  |  |
| Average - basic |  |  | 63,91 |  | 3,358 |  | 3,359 |  | 757,924 |  | 716,911 |
| Average - diluted(2) |  |  | 67,63 |  | 7,469 |  | 7,237 |  | 760,582 |  | 719,567 |
| Ending |  |  | 64,07 |  | 3,323 |  | 3,399 |  | 863,319 |  | 717,132 |
| Book value per common share |  | \$ | 5.83 | 3 \$ | 5.66 | \$ | 5.42 | \$ | 5.35 | \$ | 5.39 |
| Tangible book value per common share ${ }^{3}$ |  |  | 5.1 |  | 5.00 |  | 4.74 |  | 4.66 |  | 4.55 |
|  |  |  | 20 | 11 |  |  |  |  | 2010 |  |  |
| (dollar amounts in millions) |  | ber 30, |  | ne 30, | Mar | ch 31, |  | mb | ber 31, | Sept | ber 30, |
| Calculation of tangible equity / asset ratio: |  |  |  |  |  |  |  |  |  |  |  |
| Total shareholders' equity | \$ | 5,400 | \$ | 5,253 | \$ | 5,039 | \$ |  | 4,981 | \$ | 5,567 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  |  | (444) |  | (444) |
| Less: other intangible assets |  | (188) |  | (202) |  | (215) |  |  | (229) |  | (244) |
| Add: related deferred tax liability(3) <br> 71 <br> 75 <br> 80 |  |  |  |  |  |  |  |  |  |  |  |
| Total tangible equity |  | 4,834 |  | 4,678 |  | 4,455 |  |  | 4,388 |  | 4,964 |
| Less: preferred equity |  | (363) |  | (363) |  | (363) |  |  | (363) |  | $(1,700)$ |
| Total tangible common equity | \$ | 4,471 | \$ | 4,315 | \$ | 4,092 | \$ |  | 4,025 | \$ | 3,264 |
| Total assets | \$ | 54,979 | \$ | 53,050 | \$ | 52,949 | \$ |  | 53,820 | \$ | 53,247 |
| Less: goodwill |  | (444) |  | (444) |  | (444) |  |  | (444) |  | (444) |
| Less: other intangible assets |  | (188) |  | (202) |  | (215) |  |  | (229) |  | (244) |
| Add: related deferred tax |  |  |  |  |  |  |  |  |  |  |  |
| Total tangible assets | \$ | 54,413 | \$ | 52,475 | \$ | 52,365 | \$ |  | 53,227 | \$ | 52,644 |
| Tangible equity / tangible asset ratio |  | 8.88\% |  | 8.91\% |  | 8.51\% |  |  | 8.24\% |  | 9.43\% |
| Tangible common equity / tangible asset ratio |  | 8.22 |  | 8.22 |  | 7.81 |  |  | 7.56 |  | 6.20 |
| Other capital data: |  |  |  |  |  |  |  |  |  |  |  |
| Total risk-weighted assets(5) | \$ | 44,376 | \$ | 44,081 | \$ | 43,025 | \$ |  | 43,471 | \$ | 42,759 |
| Tier 1 leverage ratio(5) |  | 10.24\% |  | 10.25\% |  | 9.80\% |  |  | 9.41\% |  | 10.54\% |
| Tier 1 common risk-based capital ratio(5) |  | 10.17 |  | 9.92 |  | 9.75 |  |  | 9.29 |  | 7.39 |
| Tier 1 risk-based captial ratio ${ }^{(5)}$ |  | 12.37 |  | 12.14 |  | 12.04 |  |  | 11.55 |  | 12.82 |
| Total risk-based capital ratio(5) |  | 15.11 |  | 14.89 |  | 14.85 |  |  | 14.46 |  | 15.08 |
| Tangible common equity / risk-weighted assets ratio(5) |  | 10.08 |  | 9.79 |  | 9.51 |  |  | 9.26 |  | 7.63 |
| Other data: |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full-time |  |  |  |  |  |  |  |  |  |  |  |
| Number of domestic full-service branches(4) |  | 650 |  | 643 |  | 622 |  |  | 620 |  | 617 |

(1) High and low stock prices are intra-day quotes obtained from NASDAQ.
(2) For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010 and January 2011, respectively.
(3) Other intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) Includes WGH offices.
(5) September 30, 2011, figures are estimated.

Huntington Bancshares Incorporated
Consolidated Year to Date Average Balance Sheets
(Unaudited)

| (dollar amounts in millions) | YTD Average Balances |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30, |  |  |  | Change |  |  |
|  | 2011 |  | 2010 |  | Amount |  | Percent |
| Assets |  |  |  |  |  |  |  |
| Interest bearing deposits in banks | \$ | 141 | \$ | 313 | \$ | (172) | (55)\% |
| Trading account securities |  | 116 |  | 111 |  | 5 | 5 |
| Federal funds sold and securities purchased under resale agreements |  | 7 |  | - |  | 7 | - |
| Loans held for sale |  | 279 |  | 445 |  | (166) | (37) |
| Available-for-sale and other securities: |  |  |  |  |  |  |  |
| Taxable |  | 8,475 |  | 8,428 |  | 47 | 1 |
| Tax-exempt |  | 434 |  | 399 |  | 35 | 9 |
| Total available-for-sale and other securities |  | 8,909 |  | 8,827 |  | 82 | 1 |
| Held-to-maturity securities - taxable |  | 282 |  | - |  | 282 | - |
| Loans and leases:(1) |  |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |  |
| Commercial and industrial |  | 13,387 |  | 12,317 |  | 1,070 | 9 |
| Commercial real estate: |  |  |  |  |  |  |  |
| Construction |  | 612 |  | 1,224 |  | (612) | (50) |
| Commercial |  | 5,676 |  | 6,145 |  | (469) | (8) |
| Commercial real estate |  | 6,288 |  | 7,369 |  | $(1,081)$ | (15) |
| Total commercial |  | 19,675 |  | 19,686 |  | (11) | - |
| Consumer: |  |  |  |  |  |  |  |
| Automobile |  | 5,958 |  | 4,678 |  | 1,280 | 27 |
| Home equity |  | 7,869 |  | 7,550 |  | 319 | 4 |
| Residential mortgage |  | 4,607 |  | 4,491 |  | 116 | 3 |
| Other consumer |  | 539 |  | 690 |  | (151) | (22) |
| Total consumer |  | 18,973 |  | 17,409 |  | 1,564 | 9 |
| Total loans and leases |  | 38,648 |  | 37,095 |  | 1,553 | 4 |
| Allowance for loan and lease losses |  | $(1,141)$ |  | $(1,466)$ |  | 325 | (22) |
| Net loans and leases |  | 37,507 |  | 35,629 |  | 1,878 | 5 |
| Total earning assets |  | 48,382 |  | 46,791 |  | 1,591 | 3 |
| Cash and due from banks |  | 1,358 |  | 1,629 |  | (271) | (17) |
| Intangible assets |  | 652 |  | 709 |  | (57) | (8) |
| All other assets |  | 4,196 |  | 4,381 |  | (185) | (4) |
| Total assets | \$ | 53,447 | \$ | 52,044 | \$ | 1,403 | 3\% |
|  |  |  |  |  |  |  |  |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ | 7,958 | \$ | 6,748 | \$ | 1,210 | 18\% |
| Demand deposits - interest-bearing |  | 5,499 |  | 5,667 |  | (168) | (3) |
| Money market deposits |  | 13,230 |  | 11,267 |  | 1,963 | 17 |
| Savings and other domestic deposits |  | 4,744 |  | 4,643 |  | 101 | 2 |
| Core certificates of deposit |  | 8,017 |  | 9,371 |  | $(1,354)$ | (14) |
| Total core deposits |  | 39,448 |  | 37,696 |  | 1,752 | 5 |
| Other domestic deposits of \$250,000 or more |  | 486 |  | 683 |  | (197) | (29) |
| Brokered deposits and negotiable CDs |  | 1,426 |  | 1,613 |  | (187) | (12) |
| Deposits in foreign offices |  | 374 |  | 421 |  | (47) | (11) |
| Total deposits |  | 41,734 |  | 40,413 |  | 1,321 | 3 |
| Short-term borrowings |  | 2,166 |  | 1,214 |  | 952 | 78 |
| Federal Home Loan Bank advances |  | 138 |  | 193 |  | (55) | (28) |
| Subordinated notes and other long-term debt |  | 3,266 |  | 3,855 |  | (589) | (15) |
| Total interest-bearing liabilities |  | 39,346 |  | 38,927 |  | 419 | 1 |
| All other liabilities |  | 975 |  | 941 |  | 34 | 4 |
| Shareholders' equity |  | 5,168 |  | 5,428 |  | (260) | (5) |
| Total liabilities and shareholders' equity | \$ | 53,447 | \$ | 52,044 | \$ | 1,403 | 3\% |

(1) Includes nonaccrual loans.

Huntington Bancshares Incorporated
Consolidated Year to Date Net Interest Margin Analysis - Interest Income / Expense
(Unaudited)

| (dollar amounts in thousands) | YTD Interest Income / Expense |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30, |  |  |  |
|  | 2011 |  | 2010 |  |
|  |  |  |  |  |
| Assets |  |  |  |  |
| Interest bearing deposits in banks | \$ | 128 | \$ | 461 |
| Trading account securities |  | 1,265 |  | 1,404 |
| Federal funds sold and securities purchased under resale agreements |  | 5 |  | - |
| Loans held for sale |  | 9,174 |  | 17,889 |
| Available-for-sale and other securities: |  |  |  |  |
| Taxable |  | 160,201 |  | 180,039 |
| Tax-exempt |  | 14,013 |  | 13,617 |
| Total available-for-sale and other securities |  | 174,214 |  | 193,656 |
| Held-to-maturity securities - taxable |  | 6,346 |  | - |
| Loans and leases: |  |  |  |  |
| Commercial: |  |  |  |  |
| Commercial and industrial |  | 439,790 |  | 499,348 |
| Commercial real estate: |  |  |  |  |
| Construction |  | 16,476 |  | 24,987 |
| Commercial |  | 168,472 |  | 173,895 |
| Commercial real estate |  | 184,948 |  | 198,882 |
| Total commercial |  | 624,738 |  | 698,230 |
| Consumer: |  |  |  |  |
| Automobile |  | 224,928 |  | 219,251 |
| Home equity |  | 265,129 |  | 294,215 |
| Residential mortgage |  | 159,349 |  | 163,374 |
| Other consumer |  | 31,171 |  | 35,991 |
| Total consumer |  | 680,577 |  | 712,831 |
| Total loans and leases |  | 1,305,315 |  | 1,411,061 |
| Total earning assets | \$ | 1,496,447 | \$ | 1,624,471 |
|  |  |  |  |  |
| Liabilities |  |  |  |  |
| Deposits: |  |  |  |  |
| Demand deposits - noninterest-bearing | \$ | - | \$ | - |
| Demand deposits - interest-bearing |  | 3,915 |  | 8,623 |
| Money market deposits |  | 43,350 |  | 77,815 |
| Savings and other domestic deposits |  | 26,510 |  | 37,675 |
| Core certificates of deposit |  | 121,179 |  | 185,518 |
| Total core deposits |  | 194,954 |  | 309,631 |
| Other domestic deposits of \$250,000 or more |  | 3,698 |  | 6,963 |
| Brokered deposits and negotiable CDs |  | 9,761 |  | 29,271 |
| Deposits in foreign offices |  | 672 |  | 640 |
| Total deposits |  | 209,085 |  | 346,505 |
| Short-term borrowings |  | 2,737 |  | 1,936 |
| Federal Home Loan Bank advances |  | 669 |  | 2,848 |
| Subordinated notes and other long-term debt |  | 58,374 |  | 62,302 |
| Total interest-bearing liabilities |  | 270,865 |  | 413,591 |
| Net interest income | \$ | 1,225,582 | \$ | 1,210,880 |

## Huntington Bancshares Incorporated

Consolidated Year to Date Net Interest Margin Analysis
(Unaudited)

| Fully-taxable equivalent basis(1) | YTD Average Rates (2) |  |
| :---: | :---: | :---: |
|  | Nine Months Ended September 30, |  |
|  | 2011 | 2010 |
|  |  |  |
| Assets |  |  |
| Interest bearing deposits in banks | 0.12\% | 0.20\% |
| Trading account securities | 1.46 | 1.68 |
| Federal funds sold and securities purchased under resale agreements | 0.09 | - |
| Loans held for sale | 4.39 | 5.36 |
| Available-for-sale and other securities: |  |  |
| Taxable | 2.52 | 2.85 |
| Tax-exempt | 4.30 | 4.56 |
| Total available-for-sale and other securities | 2.61 | 2.93 |
| Held-to-maturity securities - taxable | 3.00 | - |
| Loans and leases:(3) |  |  |
| Commercial: |  |  |
| Commercial and industrial | 4.33 | 5.35 |
| Commercial real estate: |  |  |
| Construction | 3.55 | 2.69 |
| Commercial | 3.91 | 3.73 |
| Commercial real estate | 3.88 | 3.56 |
| Total commercial | 4.19 | 4.68 |
| Consumer: |  |  |
| Automobile | 5.05 | 6.27 |
| Home equity | 4.49 | 5.20 |
| Residential mortgage | 4.61 | 4.85 |
| Other consumer | 7.73 | 6.98 |
| Total consumer | 4.79 | 5.46 |
| Total loans and leases | 4.48 | 5.05 |
| Total earning assets | 4.14\% | 4.64\% |
|  |  |  |
| Liabilities |  |  |
| Deposits: |  |  |
| Demand deposits - noninterest-bearing | -\% | -\% |
| Demand deposits - interest-bearing | 0.10 | 0.20 |
| Money market deposits | 0.44 | 0.92 |
| Savings and other domestic deposits | 0.75 | 1.08 |
| Core certificates of deposit | 2.02 | 2.65 |
| Total core deposits | 0.83 | 1.34 |
| Other domestic deposits of \$250,000 or more | 1.02 | 1.36 |
| Brokered deposits and negotiable CDs | 0.92 | 2.43 |
| Deposits in foreign offices | 0.24 | 0.20 |
| Total deposits | 0.83 | 1.38 |
| Short-term borrowings | 0.17 | 0.21 |
| Federal Home Loan Bank advances | 0.64 | 1.94 |
| Subordinated notes and other long-term debt | 2.38 | 2.15 |
| Total interest bearing liabilities | 0.92 | 1.42 |
|  |  |  |
| Net interest rate spread | 3.17 | 3.22 |
| Impact of noninterest-bearing funds on margin | 0.22 | 0.24 |
| Net interest margin | 3.39\% | $3.46 \%$ |

## Commercial Loan Derivative Impact

(Unaudited)

| Fully-taxable equivalent basis(1) | YTD Average Rates (2) |  |
| :---: | :---: | :---: |
|  | Nine Months Ended September 30, |  |
|  | 2011 | 2010 |
| Commercial loans(2)(3) | 3.82\% | 3.82\% |
| Impact of commercial loan derivatives | 0.37 | 0.86 |
| Total commercial - as reported | 4.19\% | 4.68\% |
| Average 30 day LIBOR | 0.23\% | 0.26\% |

(1) Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 21 for the FTE adjustment.
(2) Loan and lease and deposit average rates include impact of applicable derivatives, non-deferrable fees, and amortized fees.
(3) Includes the impact of nonaccrual loans.

## Huntington Bancshares Incorporated

## Selected Year to Date Income Statement Data(1)

(Unaudited)

| (dollar amounts in thousands, except per share amounts) | Nine Months Ended September 30, |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | Percent |
| Interest income | \$ | 1,485,010 | \$ | 1,617,101 | \$ | $(132,091)$ | (8)\% |
| Interest expense |  | 270,865 |  | 413,590 |  | $(142,725)$ | (35) |
| Net interest income |  | 1,214,145 |  | 1,203,511 |  | 10,634 | 1 |
| Provision for credit losses |  | 128,768 |  | 547,574 |  | $(418,806)$ | (76) |
| Net interest income after provision for credit losses |  | 1,085,377 |  | 655,937 |  | 429,440 | 65 |
| Service charges on deposit accounts |  | 180,183 |  | 211,205 |  | $(31,022)$ | (15) |
| Mortgage banking income |  | 59,310 |  | 122,613 |  | $(63,303)$ | (52) |
| Trust services |  | 90,607 |  | 83,161 |  | 7,446 | 9 |
| Electronic banking |  | 93,228 |  | 81,334 |  | 11,894 | 15 |
| Insurance income |  | 51,564 |  | 56,735 |  | $(5,171)$ | (9) |
| Brokerage income |  | 61,679 |  | 51,901 |  | 9,778 | 19 |
| Bank owned life insurance income |  | 48,065 |  | 44,953 |  | 3,112 | 7 |
| Automobile operating lease income |  | 22,044 |  | 35,501 |  | $(13,457)$ | (38) |
| Securities gains (losses) |  | 197 |  | (171) |  | 368 | N.R. |
| Other income |  | 144,394 |  | 90,406 |  | 53,988 | 60 |
| Total noninterest income |  | 751,271 |  | 777,638 |  | $(26,367)$ | (3) |
| Personnel costs |  | 664,433 |  | 586,789 |  | 77,644 | 13 |
| Outside data processing and other services |  | 133,773 |  | 118,305 |  | 15,468 | 13 |
| Net occupancy |  | 82,288 |  | 81,192 |  | 1,096 | 1 |
| Deposit and other insurance expense |  | 59,211 |  | 74,228 |  | $(15,017)$ | (20) |
| Professional services |  | 53,826 |  | 67,757 |  | $(13,931)$ | (21) |
| Equipment |  | 66,660 |  | 63,860 |  | 2,800 | 4 |
| Marketing |  | 59,248 |  | 49,756 |  | 9,492 | 19 |
| Amortization of intangibles |  | 40,143 |  | 45,432 |  | $(5,289)$ | (12) |
| OREO and foreclosure expense |  | 12,997 |  | 28,547 |  | $(15,550)$ | (54) |
| Automobile operating lease expense |  | 16,656 |  | 28,892 |  | $(12,236)$ | (42) |
| Other expense |  | 108,991 |  | 94,455 |  | 14,536 | 15 |
| Total noninterest expense |  | 1,298,226 |  | 1,239,213 |  | 59,013 | 5 |
| Income before income taxes |  | 538,422 |  | 194,362 |  | 344,060 | 177 |
| Provision for income taxes |  | 122,667 |  | 4,915 |  | 117,752 | 2,396 |
| Net income | \$ | 415,755 | \$ | 189,447 | \$ | 226,308 | 119\% |
| Dividends on preferred shares |  | 23,110 |  | 88,278 |  | $(65,168)$ | (74) |
| Net income applicable to common shares | \$ | 392,645 | \$ | 101,169 | \$ | 291,476 | 288\% |
| Average common shares - basic |  | 863,542 |  | 716,604 |  | 146,938 | 21\% |
| Average common shares - diluted ${ }^{(2)}$ |  | 867,446 |  | 719,182 |  | 148,264 | 21 |
| Per common share |  |  |  |  |  |  |  |
| Net income - basic | \$ | 0.45 | \$ | 0.14 | \$ | 0.31 | 221\% |
| Net income - diluted |  | 0.45 |  | 0.14 |  | 0.31 | 221 |
| Cash dividends declared |  | 0.06 |  | 0.03 |  | 0.03 | 100 |
| Return on average total assets |  | 1.04\% |  | 0.49\% |  | 0.55 | 112\% |
| Return on average common shareholders' equity |  | 10.9 |  | 3.6 |  | 7.3 | 203 |
| Return on average tangible common shareholders' equity(3) |  | 13.2 |  | 5.6 |  | 7.6 | 136 |
| Net interest margin(4) |  | 3.39 |  | 3.46 |  | (0.07) | (2) |
| Efficiency ratio(5) |  | 63.6 |  | 60.0 |  | 3.6 | 6 |
| Effective tax rate |  | 22.8 |  | 2.5 |  | 20.3 | 812 |


| Revenue - fully taxable equivalent (FTE) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 1,214,145 | \$ | 1,203,511 | \$ | 10,634 | 1\% |
| FTE adjustment(4) |  | 11,437 |  | 7,369 |  | 4,068 | 55 |
| Net interest income |  | 1,225,582 |  | 1,210,880 |  | 14,702 | 1 |
| Noninterest income |  | 751,271 |  | 777,638 |  | $(26,367)$ | (3) |
| Total revenue | \$ | 1,976,853 | \$ | 1,988,518 | \$ | $(11,665)$ | (1) $\%$ |

N.R. - Not relevant, as denominator of calculation is a loss in prior period compared with income in current period.
(1) Comparisons for presented periods are impacted by a number of factors. Refer to Significant Items.
(2) For all periods presented, the impact of the convertible preferred stock issued in 2008 and the warrants issued to the U.S. Department of the Treasury in 2008 related to Huntington's participation in the voluntary Capital Purchase Program was excluded from the diluted share calculation because the result was more than basic earnings per common share (anti-dilutive) for the periods. The convertible preferred stock and warrants were repurchased in December 2010 and January 2011, respectively.
(3) Net income excluding expense for amortization of intangibles for the period divided by average tangible common shareholders' equity. Average tangible common shareholders' equity equals average total common shareholders' equity less average intangible assets and goodwill. Expense for amortization of intangibles and average intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
(4) On a fully-taxable equivalent (FTE) basis assuming a $35 \%$ tax rate.
(5) Noninterest expense less amortization of intangibles and goodwill impairment divided by the sum of FTE net interest income and noninterest income excluding securities gains (losses).

## Huntington Bancshares Incorporated

Year to Date Mortgage Banking Income
(Unaudited)

| (dollar amounts in thousands, except as noted) | Nine Months Ended September 30, |  |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  | Amount |  | Percent |
| Mortgage banking income |  |  |  |  |  |  |  |
| Origination and secondary marketing | \$ | 46,969 | \$ | 69,204 | \$ | $(22,235)$ | (32)\% |
| Servicing fees |  | 37,103 |  | 36,649 |  | 454 | 1 |
| Amortization of capitalized servicing |  | $(28,556)$ |  | $(33,205)$ |  | 4,649 | (14) |
| Other mortgage banking income |  | 11,854 |  | 11,840 |  | 14 | - |
| Subtotal |  | 67,370 |  | 84,488 |  | $(17,118)$ | (20) |
| MSR valuation adjustment(1) |  | $(46,912)$ |  | $(44,040)$ |  | $(2,872)$ | 7 |
| Net trading gains (losses) related to MSR hedging |  | 38,852 |  | 82,165 |  | $(43,313)$ | (53) |
| Total mortgage banking income | \$ | 59,310 | \$ | 122,613 | \$ | $(63,303)$ | (52)\% |
| Mortgage originations (in millions) | \$ | 2,798 | \$ | 3,649 | \$ | (851) | (23)\% |
| Average trading account securities used to hedge MSRs (in millions) |  | 25 |  | 23 |  | 2 | 9 |
| Capitalized mortgage servicing rights(2) |  | 145,277 |  | 161,594 |  | $(16,317)$ | (10) |
| Total mortgages serviced for others (in millions)(2) |  | 16,061 |  | 15,713 |  | 348 | 2 |
| MSR \% of investor servicing portfolio |  | 0.90\% |  | 1.03\% |  | (0.13) $\%$ | (13) |
| Net impact of MSR hedging |  |  |  |  |  |  |  |
| MSR valuation adjustment(1) | \$ | $(46,912)$ | \$ | $(44,040)$ | \$ | $(2,872)$ | 7\% |
| Net trading gains (losses) related to MSR hedging |  | 38,852 |  | 82,165 |  | $(43,313)$ | (53) |
| Net interest income related to MSR hedging |  | 200 |  | 259 |  | (59) | (23) |
| Net gain (loss) on MSR hedging | \$ | $(7,860)$ | \$ | 38,384 | \$ | $(46,244)$ | $(120) \%$ |

(1) The change in fair value for the period represents the MSR valuation adjustment, net of amortization of capitalized servicing.
(2) At period end.

## Huntington Bancshares Incorporated

Year to Date Credit Reserves Analysis
(Unaudited)

| (dollar amounts in thousands) | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |
| Allowance for loan and lease losses, beginning of period | \$ | 1,249,008 | \$ | 1,482,479 |
| Loan and lease losses |  | $(443,607)$ |  | $(798,320)$ |
| Recoveries of loans previously charged off |  | 90,435 |  | 96,097 |
| Net loan and lease losses |  | $(353,172)$ |  | $(702,223)$ |
| Provision for loan and lease losses |  | 132,116 |  | 556,392 |
| Allowance of assets sold |  | $(8,242)$ |  | (296) |
| Allowance for loan and lease losses, end of period | \$ | 1,019,710 | \$ | 1,336,352 |
| Allowance for unfunded loan commitments and letters of credit, beginning of period | \$ | 42,127 | \$ | 48,879 |
| Provision for (reduction in) unfunded loan commitments and letters of credit losses |  | $(3,348)$ |  | $(8,818)$ |
| Allowance for unfunded loan commitments and letters of credit, end of period | \$ | 38,779 | \$ | 40,061 |
| Total allowance for credit losses | \$ | 1,058,489 | \$ | 1,376,413 |


| Allowance for loan and lease losses (ALLL) as \% of: |  |  |
| :---: | :---: | :---: |
| Total loans and leases | 2.61\% | 3.56\% |
| Nonaccrual loans and leases (NALs) | 180 | 136 |
| Nonperforming assets (NPAs) | 166 | 121 |
| Total allowance for credit losses (ACL) as \% of: |  |  |
| Total loans and leases | 2.71\% | 3.67\% |
| Nonaccrual loans and leases (NALs) | 187 | 140 |
| Nonperforming assets (NPAs) | 172 | 125 |

## Huntington Bancshares Incorporated

Year to Date Net Charge-Off Analysis
(Unaudited)

| (dollar amounts in thousands) | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |
|  |  |  |  |  |
| Net charge-offs by loan and lease type: |  |  |  |  |
| Commercial: |  |  |  |  |
| Commercial and industrial | \$ | 78,786 | \$ | 195,808 |
| Commercial real estate: |  |  |  |  |
| Construction |  | 33,995 |  | 97,924 |
| Commercial |  | 85,723 |  | 132,767 |
| Commercial real estate |  | 119,718 |  | 230,691 |
| Total commercial |  | 198,504 |  | 426,499 |
| Consumer: |  |  |  |  |
| Automobile |  | 10,830 |  | 19,537 |
| Home equity(1) |  | 78,378 |  | 110,198 |
| Residential mortgage(2) |  | 46,949 |  | 126,120 |
| Other consumer |  | 18,511 |  | 19,869 |
| Total consumer |  | 154,668 |  | 275,724 |
| Total net charge-offs | \$ | 353,172 | \$ | 702,223 |


| Net charge-offs - annualized percentages: |  |  |
| :---: | :---: | :---: |
| Commercial: |  |  |
| Commercial and industrial | 0.78\% | 2.12\% |
| Commercial real estate: |  |  |
| Construction | 7.41 | 10.67 |
| Commercial | 2.01 | 2.88 |
| Commercial real estate | 2.54 | 4.17 |
| Total commercial | 1.35 | 2.89 |
| Consumer: |  |  |
| Automobile | 0.24 | 0.56 |
| Home equity(1) | 1.33 | 1.95 |
| Residential mortgage(2) | 1.36 | 3.74 |
| Other consumer | 4.58 | 3.84 |
| Total consumer | 1.09 | 2.11 |
| Net charge-offs as a \% of average loans | 1.22\% | 2.52\% |

(1) 2010 included net charge-offs of $\$ 14,678$ thousand associated with the transfer of Franklin-related loans to loans held for sale and \$6,143 thousand of other Franklin-related net charge-offs.
(2) 2010 included net charge-offs of $\$ 60,882$ thousand associated with the transfer of Franklin-related loans to loans held for sale and $\$ 14,914$ thousand of other Franklin-related net charge-offs.

## Huntington Bancshares Incorporated

Year to Date Nonaccrual Loans and Leases (NALs) and Nonperforming Assets (NPAs)
(Unaudited)
(dollar amounts in thousands)
Nonaccrual loans and leases (NALs):
Commercial and industrial
Commercial real estate
Residential mortgage
Home equity
(1) Other nonperforming assets represent an investment security backed by a municipal bond.
(2) Nonperforming assets divided by the sum of loans and leases, net other real estate owned, and other NPAs.

Huntington Bancshares Incorporated
Year to Date Accruing Past Due Loans and Leases and Accruing and Nonaccruing Troubled Debt Restructured Loans (Unaudited)

| (dollar amounts in thousands) | September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |
| Accruing loans and leases past due 90 days or more: |  |  |  |  |
| Commercial and industrial | \$ | - | \$ | - |
| Commercial real estate |  | - |  | - |
| Residential mortgage (excluding loans guaranteed by the U.S. Government) |  | 32,850 |  | 56,803 |
| Home equity |  | 20,420 |  | 27,160 |
| Other consumer |  | 7,755 |  | 11,423 |
| Total, excl. loans guaranteed by the U.S. Government |  | 61,025 |  | 95,386 |
| Add: loans guaranteed by U.S. Government |  | 84,413 |  | 94,249 |
| Total accruing loans and leases past due 90 days or more, including loans guaranteed by the U.S. Government | \$ | 145,438 | \$ | 189,635 |
| Ratios: |  |  |  |  |
| Excluding loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.16\% |  | 0.25\% |
| Guaranteed by U.S. Government, as a percent of total loans and leases |  | 0.21\% |  | 0.26\% |
| Including loans guaranteed by the U.S. Government, as a percent of total loans and leases |  | 0.37\% |  | 0.51\% |
| Accruing troubled debt restructured loans: |  |  |  |  |
| Commercial | \$ | 321,598 | \$ | 157,971 |
| Residential mortgages |  | 304,365 |  | 304,356 |
| Other consumer (1) |  | 89,596 |  | 73,210 |
| Total accruing troubled debt restructured loans | \$ | 715,559 | \$ | 535,537 |
| Nonaccruing troubled debt restructured loans: |  |  |  |  |
| Commercial | \$ | 74,264 | \$ | 33,236 |
| Residential mortgages |  | 20,877 |  | 10,581 |
| Other consumer (1) |  | 279 |  | - |
| Total nonaccruing troubled debt restructured loans | \$ | 95,420 | \$ | 43,817 |

(1) Includes home equity, automobile, and other consumer loans.


[^0]:    (1) Intangible assets are net of deferred tax liability, and calculated assuming a $35 \%$ tax rate.
    (2) September 30, 2011 figures are estimated.

[^1]:    (1) Fully-taxable equivalent (FTE) yields are calculated assuming a $35 \%$ tax rate. See page 10 for the FTE adjustment.

